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NEW YORK, MARCH 20, 1920

No. 12



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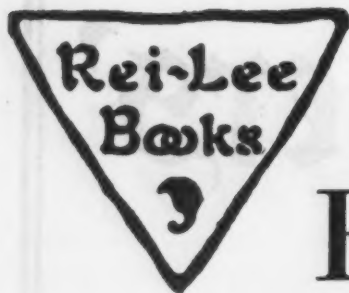
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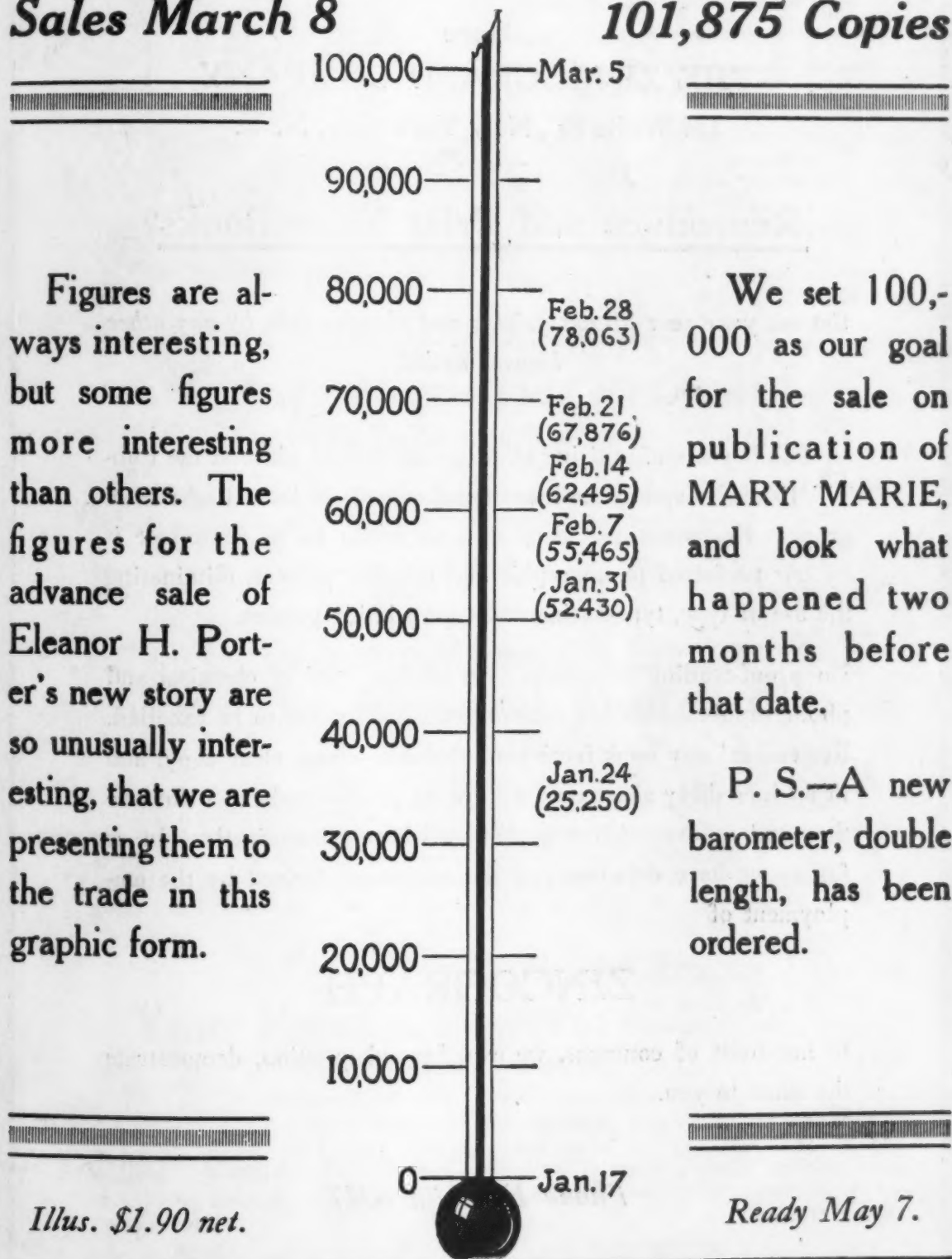
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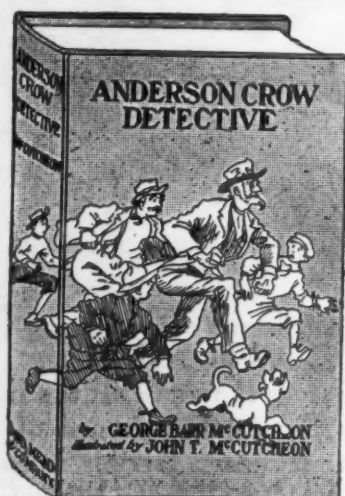
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The Publishers' Weekly

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SMALL, MAYNARD & COMPANY

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

March 20, 1920

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Book Department Equipment

ATRIPTHRU four western cities by the Editor of the PUBLISHERS' WEEKLY, has brought to his notice many efforts that are going forward toward an improvement of the equipment in the book departments, which is probably characteristic of efforts in other cities. While the owners of the stores are not as yet willing to acknowledge that the book department is one of their more profitable departments, they do feel that things are in better shape than ever before, and all are willing to acknowledge that a book department is a valuable asset to a large department store, bringing, as it does, a clientele that is very desirable, and giving a certain impress of character to the floor on which it is located.

Some stores, in an effort to get better display arrangements for the book department, are resorting to the plan of removing from the first floor, an expedient that naturally is received with doubt by the manager of the department. It is, of course, obvious that *all* departments would like to be on the first floor, and all cannot be so located. The difficulty is in selecting for that favored location just the departments that will bring the best returns for the square feet involved.

The exact possibilities of upper floors for books can only be judged by those who have tried it. The example always pointed to is Marshall, Field & Company, which is on the third floor and has never been on the first floor. It must be pointed out, however, that their book location was most carefully selected, it being directly opposite the large bank of elevators, and on the floor with the general service departments, such as the post office, rest room and other things which bring many people to the place. This department has now so established itself in people's minds that it has been this month again increased in size and extended in beautifully fitted mahogany alcoves to the very corner of the building.

Scruggs, Vandervoort & Barney are moving their department this month from the first

floor to the sixth and giving the department large space and most attractive fittings. This department has been brought to fine repute by Mrs. Kemp and her assistant and successor, Mr. Klages. The new department is most attractively arranged, with separate rooms for fine books and children's books and carefully planned lighting. On the same floor are musical instruments, musical records and the auditorium, which is used for daily meetings of one kind or another. Famous & Barr Co., whose department under Mr. Sefranka has been extremely active, is soon to move to an upper floor, tho the stationery and magazines, which have been under the same management, will be left on the ground space. Stix, Baer & Fuller have a large balcony space connected with the service section of the store, and Mr. Hyke has found this a good location for his purposes.

One of the most attractively fitted book departments in the country is that of Kauffman in Pittsburgh, which has just been again improved and supplied with new equipment and lighting. A situation under a mezzanine on the ground floor is often being spoken of as ideal for the book business. The alcoves give a sense of retirement, which is admirable for book buyers, and the counters that extend into the busy aisles in front give that contact with the casual public that makes for new customers. Mr. McGhee is a thoro bookman, who is likely to take full advantage of the good opportunities offered. The Horne store in Pittsburgh also keeps its book department on the first floor, and in a very busy section at that. This store is likely now to make additions to its building, which may bring a rearrangement of departments, but Mr. Kemp hopes that the book department, which has had such a favorable increase in business, will still be on the first floor when the changes are made.

The L. S. Ayres Company, of Indianapolis, found an unusual opportunity for book publicity in the centennial of the city's birth, and held in their exhibition rooms a display of Hoosier authors, their portraits, manuscripts and books, which attracted wide attention in the city and state. Lectures by authors were given every day, and lunches to them were extended by the store. An occasion such as this emphasizes the peculiar advertising value of a good book department, as one could hardly conceive of any other department which could plan from its own connections a week of

such fine interest and of such great publicity value for the store as this. Store managers and advertisers recognize the value of this connection.

"Books for Everybody"

NO public movement has ever had a more direct connection with the publishing world than the national effort launched by the American Library Association to extend the activity and usefulness of books and libraries to every corner of the country. With the slogan "Books for Everybody!" they have organized a large committee with countrywide ramifications and central headquarters on Thirty-ninth Street, New York, thru which will be carried forward publicity for books and reading and an effort to raise a two million dollar fund to carry out the many practical things that librarians want to do.

The genesis of this big idea is, of course, laid in the tremendous impulse given to the library work during the war. In two years, the books proved themselves to be an invaluable agent in both camp and trench for building up the army efficiency and improving the morale of the men. As these hundreds of thousands of boys have come back into the country, they are insisting on keeping the same contact with books. It is extremely significant that the War Department has taken over one of the proved men of the Library War Service staff to be a permanent officer in the American army, and in the navy, steps have been taken to make an equally close connection, and a trained worker is already in the navy staff.

Publicity for the library idea is appearing in magazines of national circulation, which will prepare the public mind for this new movement; strong editorials have appeared in the *Saturday Evening Post*, and special articles in *Collier's Weekly*, *System Magazine*, *McCall's*, and in numerous other publications. All of this will stimulate the public to an increased interest in libraries as the great "People's University." Our schools, on which the country is spending one billion dollars a year, carry the education of the average boy and girl up to the sixteenth or seventeenth year, but after graduation from school or college, the library becomes the great source of information and inspiration for those who cannot build up their own libraries or for those who

wish to supplement the resources of their own purchases in special study. At present, the country is spending a little over sixteen million dollars in the support of these libraries, or about sixteen cents per capita. This means a book buying appropriation of about one-fifth of that amount, or a little over three million dollars. If, thru the stimulation of national organization and the special efforts in local committees and state organizations, the amount of library service can be increased, this will not only greatly augment the demand for books from the publishers, but will also prepare the way for more bookselling, as it has been proved repeatedly that the most prosperous bookstores are in the communities that have the most active libraries. For every reason the publishers and booksellers should be interested to follow this campaign, and, when the time comes, to support those workers raising the funds, in whatever communities they chance to reside.

Books are to be provided for the Merchant Marine, the ex-service men, the blind ex-service men, public health service hospitals, coast guards and lighthouses, in war work industries and, among the blind (not war victims) etc. Besides this, there will be actively organized work to increase the number of institutional libraries, special libraries in business and industrial organizations, libraries for work among the foreign born, in cooperation with other organizations, beside the general work of establishing public libraries in the many sections of the country that are not now well served in this particular. The conception of the work is on a broad scale, and funds are to be collected to cover a budget of three years, during which time it is expected that many of the special services will be taken over fully by the organization to whom the library idea has been thus fully demonstrated.

Booksellers' League Annual Meeting Postponed

The annual meeting for the election of a president and six members of the Board of Managers of the Booksellers' League was postponed from Wednesday March 17th to Thursday March 25th. It will be held at the Park Avenue Hotel, and the guests of honor for the evening will be George Palmer Putnam, grandson of the founder of the house of Putnam's, and Henry B. Sell, the new editor of *Harper's Bazaar*, creator of the famous book page of the *Chicago Daily News*.

PROMOTION EXPERT URGES NEW SALES METHODS FOR BOOKS

*Intelligent experimentation may bring books to wide attention.**By Edward L. Bernays*

If you were publishing "Ivanhoe" as a new book by a young unknown author, how would you go about obtaining its first audience—the audience without which you could not hope to carry thru a successful sale of the book?

Would you borrow a suit of armor from the Metropolitan Art Museum or some other source and put it on display in the window of a prominent bookseller with a subsidiary display of your book so as to make this new volume a vivid and widely talked of picture in the minds of prospective readers? Would you discover from the author the fact that the original of Rebecca is a prominent society woman and capitalize that news item thru the press services in all the leading papers of the country? Would you obtain the endorsement of the genealogical societies for the accuracy of the heraldry and atmosphere of the book so as to introduce it to a sector of the buying public to whose attention the book might not otherwise have come? Would you have the character of Rebecca commented on by a leading Hebraic scholar in the Anglo-Jewish Press? Would you obtain the co-operation of a leading New York department store to have a display of Rowena gowns for women? Would you have a prominent society woman set the fashion for a Rowena coiffure, or induce a great comb manufacturer to put on the market a Rowena barrette?

These questions are not theoretical. In fact, every one of these ideas has been successfully executed in connection with the sales-promotion of one project or another. They can be used to equally good effect in selling books. For example: When we were introducing the Russian Ballet to the American people, a number of the most prominent department stores in New York and elsewhere held special displays of fashions founded on the ballet and credited to the ballet in all the extensive advertising which they did. Again, when we were introducing Barrientos to the American public for the first time, a great comb manufacturing firm put on the market and popularized the Barrientos barrette thru its extensive promotion system, at no cost to Barrientos. Once more, when we introduced "Daddy Long-Legs" to the American public, Daddy Long-Legs societies for the adoption and care of orphan children were formed thruout the country; many colleges organized by classes, each class to take care of one or more orphan children.

The hardest problem of the publisher and bookseller is to get an audience for a new book or author. It is true, few books show a net loss to the publisher; but on the other hand, too many of them show no profit. As for the bookseller, his market is so highly limited that every investment he makes in any

but standard authors is tremendously speculative. "Will this book go well enough to pay my investment?" a question so frequently confronting the book dealer, shows how far the entire book-publishing industry is handicapped by the limitations and uncertainties of the American book market.

Sometimes the publisher can issue and the dealer can buy a book without this element of risk. The reason is almost always the same—either the author has been so widely popularized that his name on the back of a book is the equivalent of a trade-mark on a commercial article, or the book ties up so closely with the prevailing popular interest that failure is unlikely. That, however, represents the passive side of bookselling, it means merely taking advantage of a fortunate accident. The business of publishing and selling books long ago became too great for such passive methods. On the active side, the large organizations have in the past created buyer demand exclusively by advertising. It was not until recently that another method was introduced to supplement and reinforce advertising—namely, propaganda and publicity, which proved such a powerful factor in the war. It is with this latter method of sales promotion for books that this article will deal.

Publishers advertise, of course, as heavily as they can afford to. But a publisher who puts out a number of books per year cannot possibly push any one of his books or authors as heavily as the manufacturer of tires, for example, can push his one product. For the latter, a yearly advertising appropriation of \$100,000 means that much advertising for one thing; for the publisher, such an appropriation, besides being fabulously large, must be spread over a large number of different products. It is safe to say, therefore, that advertising has been carried as far as is useful in publishing and bookselling. Some other, less expensive method must be found for the further sales promotion of books.

As a matter of fact, publishers admittedly advertise their books mainly in order to sell them to the book dealers. The cost of an advertising campaign which would really reach the public as effectively as Uneeda Biscuits or Ivory Soap advertising does, would be absolutely prohibitive. The publisher knows this, and advertises more as a sales help for the retailer than for any other reason. While advertising sells books for the publisher, the scale on which the publisher can afford to do it makes it of little assistance in increasing the general market for books which is the basis of the entire publishing industry. Once more we come back to the same result—the publisher must find some way, as good as advertising but not so expensive, to sell books to the ultimate buyer and to build up the demand for his product.

Publicity, called "propaganda" during the war, has showed many American industries how this can be done. It is a method which is particularly applicable to bookselling. The essential method of publicity is the fact that it popularizes its subject by promoting its news and special feature values thru press and periodical exploitation, that it discovers and executes the tie-up between a commodity and that sector of the purchasing public which is most likely to be interested in it. Publicity sells products in just exactly the way in which the newspaper sells news, by discovering each person's chief interest and playing upon that. In fact, the more inclusive name for publicity is really sales-promotion, because it ferrets out and promotes every possible selling point to the widest, and at the same time most appropriate possible market.

For example: In promoting the sale of "The Swing of the Pendulum" by Adriana Spadoni, one of a list of books which we handled in the last few months for the publishers, we chose the element of feminine interest to be the basis for tying up the book with its most likely clientele. The women's page of a leading daily, for example, carried a story with a double column head, whose title was the name of the book and whose subject was the observations of Adriana Spadoni on the character of the present and the career of the future American woman. This story was accompanied with an attractive picture of Miss Spadoni and was prominently placed on a page which is probably read by over 150,000 women every day. In another issue of the same paper, but in a different section there was still another story about Adriana Spadoni, discussing the question, always fresh and interesting to the feminine public, captioned in heavy type "When Is Woman Happiest Wed?" Still another paper carried an interview with Miss Spadoni as to her views on the feminist movement and her prediction on the future character of the American wife and mother. Other New York dailies carried similar stories in which in every case the author and the book were heavily featured. In all these stories, too, the woman's interest in such a book was the point which was singled out for emphasis. All told, a total circulation of well over a million readers was reached, and the significant fact is that the majority of the persons so reached were persons who would be specially interested in reading the book because of the feminine angle which all this material was given.

Now the important point which has so far escaped attention is the possibility of creating, directing and capitalizing publicity with just exactly the same forethought and deliberation as advertising in paid white-space. Ten years from now "The Four Horsemen" might well have been only one of many books on the market; published when it was, it was carried by the momentum of the popular interest to which it responded to a sale of well over 400,000 copies. Ten years from now, "The Economic Conse-

quences of the Peace" would create scarcely a ripple in the publishing world; today, thanks to its timeliness, it sells almost as well as a best-selling novel. Allowing for all the publicity which was deliberately done for those books and their authors, the fact remains that they would have caught the tide without deliberate effort and would have gone with it without resistance. On the other hand, Harold Bell Wright came in with no movement, he created no stir of his own strength; as a prominent book advertiser has said, Wright is a splendid example of what systematic, organized advertising and publicity will do to establish an author as a strong seller. The difference is this—Ibáñez is a discovery, Harold Bell Wright is a creation. Ibáñez is a piece of good luck, Wright is a piece of good work. Luck and discoveries are too uncertain to have great dependence and large sums of money put in them; publishers must begin consciously to strive for the creation born of good publicity work.

How can this be done? The best way to find the answer to that question is to see how it has already been done in successful cases; and because of the similarity, which I shall point out at more length later, between the theatrical producer and the publisher or bookseller, let me choose an instance of dramatic publicity from my own recent experience.

"The Famous Mrs. Fair," by James Forbes, starring Blanche Bates and Henry Miller, is an excellent example. The problem was to secure for the play its initial audience by making it appeal to the average New York playgoer. On analyzing it we found two points of attack—the woman war worker and the Home vs. Career problem. We therefore projected the play upon New York on the basis of these two ideas, making a direct appeal to such persons as would be especially interested in a play of this sort. Attacking first the woman war worker element of the play, we took the matter up directly with thousands of such women themselves, Y. M. C. A. girls, Red Cross workers, etc. We told them about the play by circularization, emphasizing their own peculiar interest in it because of its points of attack with their problems. From that same point of view, we took the matter up with the press, offering the newspapers novel material from a hitherto unexploited angle, with the result that the interest created by the method of circularization was reinforced by several pages of space in daily and Sunday papers featuring the play, its problems and its field of appeal. Simultaneously with this, we took up the matter from still another angle—forming a committee of nationally prominent women, themselves ex-war workers, who offered prizes for the best letter from anyone tending to solve the after-war problems of this type of woman. At the same time we interested a leading New York daily in our project; they took up the contest, broadened it so as to include the general problem of Home vs. Career, added a substantial sum of money

to the prizes offered and featured it heavily for a period of four weeks to a daily circulation of over 200,000 play goers.

All told, at a very small cost to the producer, but merely by discovering and capitalizing the elements of publicity value of this play, we obtained for it many thousands of dollar's worth of newspaper space, and popularized it both among the general public and among the classes to which it particularly appealed. The effect of this publicity may be judged from the fact that not only has the scale of prices for this play been materially increased, but from the further fact that the manager is now running a series of daily matinees, a thing hitherto considered impossible in New York.

The point of interest in this story for the publisher is the fact that his problem is very similar to that of the theatrical producer. Each of them is marketing two closely related commodities, the work of art and the personality of its creator. The theatrical producer has learned that his play or his moving picture will draw heavily if in its cast is included some one in whom wide popular interest has been created and maintained—John Barrymore and Harold Bell Wright, for example, may be checked off from each list as precisely alike in their prominence and their ability to sell the product they are marketing, the one his play, the other his book. And, exclusive of those plays which are the merest and most unpretending amusement, the dramatic producer does with his play, as was illustrated in the case of "The Famous Mrs. Fair," just what the publisher should do with his book. In a word, the methods of theatrical publicity apply to book-selling because both the problems and the selling points are similar.

Illustrations and deadly parallels come to mind from innumerable sources to bear out the value of this method of sales-promotion. On the one side, check off all the prominent figures on the spoken stage and on the screen; consider how important a factor their personal popularity is in drawing audiences to the plays in which they appear. On the other side, look at the writers, the popularity of whose personalities sell their books—Rex Beach, Rupert Hughes, Jack London, George Barr McCutcheon. Rupert Brooke's books were bought quite as much because of the aura of romance surrounding this handsome, eccentric young Englishman who had made the supreme sacrifice as on account of popular appreciation of his literary merit. Lord Dunsany's visit to America acted as a direct stimulant to the sale of his books. Lord Leverhulme is another illustration of the same fact, as is, of course, Sir Oliver Lodge at the present moment.

As for connecting the book with the elements of popular appeal which may happen to be dominant at any moment, an interesting example may be found in the promotion of H. M. Hyndman's "Awakening of Asia." In this case the book appeared to have a distinctly limited field of appeal perhaps exclusively to

students of history and of world politics. As a matter of fact, by a direct appeal to those groups which had a potential interest in this book and which were already organized so that they could be reached in large numbers, the possible buying public for this particular volume was materially increased. Thus, for example, it was brought to the attention of Chinese students thruout the country, Chinese societies, persons interested in the Far East, statesmen and politicians. Newspapers of a political point of view favorable to the position of the author took it up as an authority for their point of view, thus further popularizing "The Awakening of Asia" among their readers.

The lesson to be derived from these methods of publicity promotion for the sale of books is this—that many publishers put entirely too much emphasis on the book review page of the paper and direct their selling effort to a public which is not carefully enough classified and analyzed. They fail to capitalize the possibilities of the other pages and sections of our daily papers—news, editorials, women's feature, financial, sporting, society, etc. Books and their authors can be put on every one of these pages, to be read by the hundreds of thousands who turn to these pages because they are particularly interested in them. And they omit, too, to make the direct connection between the particular type of book and its most likely buying public.

Thus, to take another illustration from our own experience, widespread publicity was obtained for Charles Fort's "The Book of the Damned" because the public was interested at that time in the possibility of Marconi signals from Mars. An interview with Mr. Fort on this subject appeared in the news columns of several New York dailies and caused editorial comment and special biographical material to be published about him in a number of papers thruout the country.

The examples cited thruout this article clearly show that in practically every case publicity promotion of the sort we have discussed is possible. It is a question merely of putting a trained newspaper man skilful in discovering potential selling points, to work on any particular book or set of books so as to extricate from them the points which have journalistic value. Material thus obtained must be carefully worked upon by persons familiar with the methods of publicity, who can write and place their copy with the proper editors, and who can canvass other appropriate methods of unpaid advertising. In every case, of course, such work must be backed up by close co-operation between the publisher and the dealer and by as extensive advertising as each can afford. The result of such endeavor over a sufficiently long period of time is to develop prominence for the author, the books, the publisher and the bookseller. Such work increases the general market for books and establishes figures in the publishing world which make as constant and immediate an appeal to the buying public as

trade-marked commodities of any other sort. In other words, publishers can use to the same advantage publicity methods which from our experience we have seen applied successfully in the past to such varied subjects as a new country (Lithuania), an artistic movement (The Russian Ballet), a new opera star (Barrientos), a great charity (the Red Cross and the United Building Fund Campaign), an industrial movement (Re-employment of ex-Service men), and innumerable other commercial, social and political movements of every sort.

Medical Publishers Night

The March Meeting of the Booksellers' Association of Philadelphia was held on Thursday evening, March 18th, at the Franklin Inn Club, Camac and St. James Streets.

The speakers were:

Dr. Walter S. Cornell, School of Medicine, University of Pennsylvania, Director of Medical Inspection, Public Schools of Philadelphia. Dr. Cornell is a well-known author and an authority on Medical Inspection.

Dr. Penn G. Skillern, Jr., University of Pennsylvania Polyclinic Hospital, and formerly connected with the Medical Department of U. S. Navy. Dr. Skillern is an authority on Medical Literature.

Hugh Walpole at Aeolian Hall

Hugh Walpole treated a large audience to a delightful glimpse of his personality at his lecture on "Creating a Novel" at Aeolian Hall, New York, on the afternoon of March 11. In an amusing and informal manner, the creator of "Jeremy" and "The Secret City" discussed the different types of novels and the manner in which they may be born. He spoke more seriously of several episodes in his Russian experience and his feeling for that country.

The Mayflower Celebrations

This year will be celebrated the tercentenary of the sailing of the *Mayflower* from Plymouth, with its load of pilgrims, westward bound, and to-day, when the closer union of Great Britain and America has come to mean so much for the future well-being of the world, a special interest attaches to the new editions, just published by the Religious Tract Society, of "Homes and Haunts of the Pilgrim Fathers," by Dr. Alexander Mackennal, revised and partly re-written by H. Elvet Lewis, M.A., with a Preface specially written by the Prime Minister, Mr. David Lloyd George, illustrated with four colored plates and many drawings and photographs by Charles Whympers; and "The Pilgrim Fathers of New England and Their Puritan Successors," by the Rev. John Brown, B.A., D.D., with numerous illustrations from original sketches by Charles Whympers.

Convention Rumors

The Philadelphia Committee for the May Convention is emphasizing the fact that there will be need for early reservations and accommodations during the week of the Convention, as hotel accommodations of all kinds are difficult to obtain in any large city, and especially so this year in Philadelphia.

There has been extraordinary enthusiasm shown by the local publishers and booksellers in the coming of the Convention, and the hospitality will rival the record at Boston last year. A local fund running up to three thousand dollars has been quickly subscribed for. Mr. Charles C. Shoemaker will be Chairman of the Entertainment Committee, and Mr. Joseph Wharton Lippincott, Chairman of the Banquet Committee. The speaking program is in charge of Walter L. Lewis, of the Presbyterian Board of Publication, and publicity and special arrangements are in the hands of Rudolph K. Kornbau of John C. Winston & Co., who has been so active in all the work of The Booksellers' Association of Philadelphia.

A trip to Valley Forge will be a part of the entertainment that many visitors will look forward to with special interest. There is no revolutionary land-mark in the country that so completely measures up to one's anticipation, unless it be Mount Vernon or Concord. The Winston Company has undertaken to escort the whole Convention to the Valley Forge Park as their special contribution to the program, and entertainment at the Park will be offered by the J. B. Lippincott Company.

Books in Demand at the Library

According to the record given in *The Bookman* the following books were in greatest demand in the public libraries of the United States during January:

FICTION

1. The Recreation of Brian Kent, by Harold Wright. *Book Supply*.
2. The Lamp in the Desert, by Ethel M. Dell. *Putnam*.
3. The Four Horsemen of the Apocalypse, by Vicente Blasco Ibáñez. *Dutton*.
4. The Young Visitors, by Daisy Ashford. *Doran*.
5. Mare Nostrum, by Vicente Blasco Ibáñez. *Dutton*.
6. River's End, by James Oliver Curwood. *Cosmopolitan*.

GENERAL

1. Theodore Roosevelt's Letters to His Children, by Joseph Bucklin Bishop. *Scribner*.
2. The Education of Henry Adams, by Henry Adams. *Houghton*.
3. The Seven Purposes, by Margaret Cameron. *Harper*.
4. Theodore Roosevelt, by William Roscoe Thayer. *Houghton*.
5. Raymond, by Sir Oliver Lodge. *Doran*.
6. Abraham Lincoln, by John Drinkwater. *Houghton*.

THE HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

LESSON XXVIII—American Fiction

(Continued from March 6.)

STOCKTON, FRANK R. 1834-1902.

Works. Shenandoah edition. Scribner; by subscription.

Miscellaneous Works. 28 v. Scribner.

The Casting Away of Mrs. Lecks and Mrs. Aleshine and The Dusantes. Century, \$1.50.

The Hundredth Man. Century, \$1.50.

The "Merry Chanter." Century, \$1.00.

The Squirrel Inn. Century, \$1.35.

The Great Stone of Sardis. Harper, \$1.60.

The Associate Hermits. Harper, \$1.60.

A Bicycle of Cathay. Harper, \$1.60.

Buccaneers and Pirates of Our Coast. Macmillan, \$1.50.

Stories of the Spanish Main. *Everychild's*. Macmillan, 60c.

(Stockton is so unique a writer, in a class so entirely by himself, that it has been said, "Nobody has ever thought of calling him the American somebody or other. He is just Frank R. Stockton." His literary originality consists in a whimsical and grotesque form of humor. He pictures a topsy-turvy world, full of eccentric characters and droll situations. His stories proceed with perfect gravity and logic from absurd premises to monstrous conclusions. He has been styled a writer of juveniles for grown-up readers.

Stockton's first book, "Rudder Grange" is the story of a young couple who go to housekeeping in a canal boat. The amusing housemaid, Pomona, appears again in "Pomona's Travels," and a further sequel exists in "The Rudder Grangers Abroad."

Stockton's short stories are his best work. "The Lady or the Tiger?" made him the most celebrated author of his day. His novelette, "The Casting Away of Mrs. Lecks and Mrs. Aleshine," is a feminine Robinson Crusoe tale, rich in invention. The best of his full-length novels are "The Late Mrs. Null" and "The Hundredth Man." The intricate plot of "The Late Mrs. Null" is worthy of Wilkie Collins, and its local color and negro dialect make it a faithful transcript of Southern life.)

CLEMENS, SAMUEL LANGHORNE. 1835-1910.

Complete works. Harper.

Uniform trade edition. 20 v. \$1.75 and \$2.00 per volume.

Limp leather edition. 26 v. each \$2.00.

Original illustrated editions. 7 v. \$2.50, \$3.00, \$3.50.

Special editions. 17 v. \$1.00 to \$2.00.

(In "A History of American Literature Since 1870" (Century) Fred Lewis Pattee says: "With Mark Twain American literature became for the first time really national. He was the first man of letters of any distinction to be born west of the Mississippi.")

The famous pseudonym, "Mark Twain," was a recollection of his life as pilot on the Mississippi. It was the custom, in taking soundings of the river, to call off the count with the words, "Mark one, Mark twain, Mark three, etc." The pseudonym was not original with Clemens. It had been used before by a Captain Sellers in New Orleans.

Altho Mark Twain is known as the greatest of American humorists, he was more than a mere fun-maker. He was a philosopher besides. Deep earnestness of purpose underlies most of his books. His two entirely serious and dignified books are "The Prince and the Pauper" and "Personal Recollections of Joan of Arc."

His five travel books, "Innocents Abroad," "Roughing It," "A Tramp Abroad," "Life on the Mississippi," and "Following the Equator" are all genuine books of travel, combining accurate descriptions and valuable information along with much drollery. "Innocents Abroad" was a most influential book in doing away with sham admiration of the art and architecture of Europe.

Mark Twain's three novels, "Tom Sawyer," "Huckleberry Finn," and "Pudd'nhead Wilson" are juvenile classics on which rest his best claim to per-

manent fame. The character of Colonial Sellers in "The Gilded Age" and "The American Claimant" is Mark Twain's greatest creation. "The Gilded Age," written in collaboration with Charles Dudley Warner, was afterwards successfully dramatized.

As a short story writer Mark Twain was more prolific than as a novelist. His best short stories are "The Celebrated Jumping Frog," "The 1,000,000 Bank Note," and "The Man that Corrupted Hadleyburg."

"Christian Science" and "Is Shakespeare Dead?," an inquiry into the Bacon-Shakespeare controversy, are two unusual works that show an open mind and a fair spirit.)

HOWELLS, WILLIAM DEAN. 1837.

Miscellaneous works. 51 v. Harper, 60c. to \$3.00.

Farces. 10 v. Harper, 75c. to \$1.50.

Novels and Stories. 13 v. Houghton, each \$1.75.

Travel. 4 v. Houghton, each \$1.75.

Farces. 12 v. Houghton, 75c. to \$1.50.

Poems. 1 v. Houghton, \$2.50.

Holiday editions. 6 v. Houghton, 75c. to \$7.50.

("Dean of American Literature" is a sobriquet which is more than a mere pun on Howells' middle name; it is a title which Howells has won for himself as the foremost man of letters and the representative American novelist of his day.)

Howells has contributed to many departments of literature. He has written poetry, travel, drama, biography, autobiography, criticism, and fiction.

It is at once surprising and convincing to find in the case of a novelist so prolific as Howells that there is one novel which is unanimously regarded as his best: "The Rise of Silas Lapham." This story of a self-made man is a realistic novel of Boston life. Howells' strongest novels all follow the same setting. "A Modern Instance" deals with literary Boston; "A Woman's Reason," with old-time Boston; "Dr. Breen's Practice," with modern Boston and "the new woman"; "April Hopes," with contemporary Boston. Howells succeeds best as the provincial historian and the novelist of manners.

Howells' earliest novels are novels of place. His first books were books of travel: "Venetian Life," written during his Venetian consulship, and "Italian Journeys" belong with Longfellow's "Outre Mer," Bayard Taylor's "Views Afoot," and John Hay's "Castilian Days." Howells' first novels were travel novels very similar to his travel books. "Their Wedding Journey" is the story of a bridal pair, the Marches, who go to Niagara Falls and to Canada on their honeymoon. The descriptions of places are of greater interest than the characters. "A Hazard of New Fortunes," seventeen years later, was a continuation story of the Marches. "A Chance Acquaintance" is another travel novel, describing scenes along the St. Lawrence and the Saguenay. Two foreign travel novels are: "A Foregone Conclusion" and "A Fearful Responsibility," which have been called "added chapters to 'Venetian Life'."

Howells is known as a realist in fiction. He describes in minute detail the everyday life and surroundings of his characters. His art, however, excludes everything vile. His is "a modified realism, a timid and refined realism, a realism that would not offend the sensibilities of Boston. . . . He records scarcely a crime in all his volumes: he has not in his voluminous gallery a woman who ever broke a law more serious than indiscretions at an afternoon tea." (Pattee) Because of this there is great monotony in Howells' portraiture. His books abound in one type of character, a trivial, commonplace, unheroic type, that never rises to any heights nor sinks to any depths. Passion and pathos are absent from his pages. "The grand passions, sexual or other, he does not draw and seldom attempts to draw; therefore he has never written a great novel." (Macy)

Howells' later novels are strongly ethical in purpose. "The World of Chance" and "The Quality of Mercy" are sermons in fiction form. "A Stranger from Altruria" and its sequel, "Through the Eye of a Needle" are Utopias reformatory in their aims. "The Undiscovered Country," an earlier book, has a new timeliness for the present day as its theme is spiritualism.

Four volumes of autobiography, "A Boy's Town" (written in the third person), "My Year in a Log Cabin," "My Literary Passions," and "Years of My Youth" are so full of romance and so unegotistical in tone that they read like fiction. A fifth volume of autobiography is announced.

His great juvenile work, "The Flight of Tony Baker," has a high place among Howells' novels. "The Kentons" is also beloved of young people. John Macy says, "there is nothing better than a half-dozen scenes in 'The Kentons,' the conversations on the steamer, especially those in which one end is held up by Boyne Kenton, who is certainly the best boy ever put into a grown-up novel, except Clara Middleton's friend Crossjay.")

BIERCE, AMBROSE. 1842-?

Collected Works. 12 v. Neale Publishing Co. \$30.00.

Write It Right. Neale Publishing Co. 50c.

In the Midst of Life. Boni, \$1.75.

Can Such Things Be? Boni, \$1.75.

(It is not known whether Major Bierce is living to-day or not. His death was rumored in 1917. "Who's Who" states that "Major Bierce was last heard of in Mexico in 1914.")

Bierce is regarded by some critics as a sort of cult. By others he is ranked as the greatest satirist America has ever produced. Bierce brought back into literature the excoiating animus of the old "English bards and Scotch reviewers." He was mighty in wrath and revived the art of disparagement.

"In the Midst of Life" is a reissue of "Tales of Soldiers and Civilians," the first part being about soldiers, the second part about civilians.

"Can Such Things Be?" is a volume of short stories of the occult. The "ghostly and ghastly" appealed as much to Bierce as to Poe.

"Write It Right" is a little blacklist of literary faults, a *vademecum* for newspaper writers. In it Bierce makes some surprising exposures of mistakes in English. He had a reverence for language, and few writers have put words to more perfect use.

"The Cynic's Word Book" or, as Bierce entitled it, "The Devil's Dictionary" is the only work by Bierce that achieved wide popularity. Imitations of it sprang up all over the country. It is the concentrated essence of unabridged wit.)

JAMES, HENRY. 1843-1916.

Novels. 10 v. Harper, \$1.50 to \$2.50.

Novels. 13 v. Houghton, \$1.75 to \$3.50.

Novels. 4 v. Macmillan, \$1.25 to \$1.75.

Novels. 12 v. Scribner, \$1.25 to \$3.00.

Novels. New York edition. Scribner, by subscription.

(James was, for a long time, "a non-practising American" and died a British subject. His long residence abroad well fitted him to become the creator of "the international novel," the novel that portrays Americans in Europe or Europeans in America.)

Between James' early novels and his later there is a marked difference in manner. "The Tragic Muse" in 1890 is the dividing line. His early work is clear and simple and direct in style. His later is involved, elusive and difficult.

To the earlier period belong "Roderick Hudson" and its sequel, "The Princess Casamassima," also "The American," "The Europeans," "An International Episode," and "Daisy Miller," all international novels. "The Portrait of a Lady" in his earlier manner is James' most popular work and is most often spoken of as his masterpiece. Two studies of New York and of Boston society, "Washington Square" and "The Bostonians" close his first period.

With "The Tragic Muse" James entered upon his second phase, writing his excessively psychological novels which indulge in endless probings of character. Metaphorical and symbolical titles are characteristic of his later books: "The Awkward Age," "The Sacred Fount," "The Wings of the Dove," "The Golden Bowl." In these novels James uses "the oblique method" of narration, that requires that "everything in the tale shall be seen thru the mind of some actor in the drama."

James' short stories have more readers than his novels have. His best-known story is "The Turn of the Screw," a tale of terror worthy of Poe. Second to it is the ghost story, "Sir Edmund Or me," in the volume of comic sketches called "Terminations." "The Lesson of the Master," "The Real Thing,"

"The Two Magics," and "The Soft Side" are four volumes of his short stories.

As a critic James is among the few and the best. "French Poets and Novelists" and "Partial Portraits" are valuable contributions to criticism. His prefaces to the definitive, New York edition of his works show a rare power of self-criticism. They rank with the famous and classic prefaces of Maupassant to "Pierre and Jean," and of Valdes to "Sister St. Sulpice." The Folletts in "Some Modern Novelists" (Holt) state that "Henry James' Prefaces to the New York edition are beginning to take their place as the best existing handbook about the art of narration on its technical and constructive side.")

ALLEN, JAMES LANE. 1849-

Flute and Violin. Macmillan, \$1.50.

The Blue Grass Region of Kentucky. Macmillan, \$1.50.

John Gray. Macmillan, o. p.

A Kentucky Cardinal. Macmillan, \$1.25.

Aftermath; Part Two of A Kentucky Cardinal. Macmillan, \$1.25.

Summer in Arcady. Macmillan, o. p.

The Choir Invisible. Macmillan, \$1.75.

The Reign of Law: A Tale of the Kentucky Hemp Fields. Macmillan, \$1.50.

The Mettle of the Pasture. Macmillan, \$1.50.

The Bride of the Mistletoe. Macmillan, \$1.50.

The Doctor's Christmas Eve. Macmillan, \$1.50.

A Heroine in Bronze. Macmillan, \$1.50.

Two Gentlemen of Kentucky. Macmillan, 50c.

A Cathedral Singer. Century, \$1.00.

The Sword of Youth. Century, \$1.35.

The Kentucky Warbler. Doubleday, \$1.25.

The Emblems of Fidelity. Doubleday, \$1.25.

(Allen is a Southern novelist of "the local color school," writing always of the Blue Grass region of Kentucky. He is often called a historical novelist, in the sense of his being a social historian rather than a historian of events. His early writings were short stories, all having Kentucky as a background. With "Summer in Arcady," a book debarred from many public libraries, Allen abandoned the short story for the novel.)

"The Choir Invisible" is a rewriting and enlargement of his early short story of "John Gray." "The Reign of Law" deals with problems of heredity. "The Mettle of the Pasture," a story of youthful wild oats, met with almost as much protest as "Summer in Arcady." "A Cathedral Singer" and "The Kentucky Warbler" reechoed in their titles his first early success, "A Kentucky Cardinal." "Emblems of Fidelity" is epistolary novel.)

PAGE, THOMAS NELSON. 1853-

Works. Plantation edition. 12 v., Scribner; by subscription.

Works. 31 v. Scribner;

Two Prisoners. Harper; \$1.25.

(Page is another social historian and regional novelist whose works are as closely identified with Virginia life as Allen's are with Kentucky life. The Old Dominion before the Civil war is Page's special field. Allen portrays an existing civilization, while Page writes of a civilization that has vanished.)

Page began like Allen by writing short stories. His first volume, "In Ole Virginia," a series of stories beginning with the famous "Mars' Chan", still remains his masterpiece.

Page was the first writer to introduce darky dialect into literature. The vernacular of the negro was a great innovation in fiction, and Page used it so accurately, without modifying it in any way, that the publication of "Mars' Chan" was undertaken only as "a bold venture."

"Red Rock", a Chronicle of Reconstruction, was the first of Page's longer romances. It has greater merit as a historical document than as a novel. "Gordon Keith" and "John Marvel, Assistant" are two novels quite out of Page's usual manner. They are attacks on the modern church world. "The Coast of Bohemia" is a volume of poems.)

FREDERIC, HAROLD. 1856-1898.

The Damnation of Theron Ware. Duffield, \$1.75.

Gloria Mundi. Duffield, \$1.75.

The Deserter and other stories. Lothrop, \$1.25.

In the Sixties. Scribner, \$1.50.

The Lawton Girl. Scribner, \$1.50.

In the Valley (A story of 1777). Scribner, \$1.60.
 March-Hares. Appleton, \$1.50.
 The Market Place. Stokes, \$1.50.

(Frederic was London correspondent for the New York Times from 1884-98. He died in England at the age of 42. All his novels were written abroad.

Frederic's masterpiece is "The Damnation of Theron Ware", a picture of religious life in the American middle class. It is not a novel of religious controversy like "Robert Elsmere", but rather a study of religious breeding and deportment. "Theron Ware" is one of the great characters in American fiction.

"The Market Place" is the story of a financier in the London stock market. It might be called a book of a single character, so much is it concerned with the hero. It is a remarkably intimate picture of English life to come from an American, and as a portrayal of a financier, it challenges comparison with "The Financier" by Dreiser.

"The Deserter" is a volume of short stories of the civil war.)

Questions on American Fiction

1. Under what pseudonyms did Irving write the "Sketch Book" and the "Knickerbocker History"?
2. How was the Knickerbocker history advertised?
3. In what volume is "The Legend of Sleepy Hollow"?
4. What biographies did Irving write?
5. What was the first American novel to be widely translated?
6. What are the five titles of the Leather-Stocking series?
7. What sea tale inspired Cooper's tale of "The Pilot"?
8. What Utopia did Cooper write?
9. What novel is founded on the Brook Farm experiment?
10. What three novels did Hawthorne leave unfinished?
11. Why are Holmes's novels called "medicated"?
12. How many "Tales" did Poe write?
13. What tale of polar exploration did Poe write?
14. Which of Poe's tales are detective stories?
15. What stories continue "Rudder Grange"?
16. Name a full length novel by Stockton.
17. Compare Stockton's humor and Mark Twain's.
18. Name two wholly serious works of Mark Twain.
19. In what works does the character of Colonel Sellers appear?
20. What was the origin of Mark Twain's pseudonym?
21. Which is Howells' best novel?
22. How do Howells' later novels differ from his earlier?
23. How do James' later novels differ from his earlier?
24. Name two juveniles and four autobiographies by Howells.
25. Who is the greatest American satirist?
26. Who originated the "international novel"?
27. Name two novelists of the South and compare their backgrounds.
28. What is the value of Henry James' prefaces?
29. Name novels of religious life by Page and by Frederic.

Continued April 3rd.

Not as free as That

Our compositor in the issue of March 6th gave a rather wrong slant to the line of text in the advertisement that described Mr. Knopf's new popular fiction. The line read, "Two sure free sellers," which, of course, would have been more understandable if it had said "Two sure-fire sellers," as written. Indications are that "The Cross Pull" and "The Talleyrand Maxim" are selling freely, but not being offered free either by publisher or retailer.

When Everybody Was Reading About Evolution

The reminiscences of Mr. Henry Holt, of which the second part appears in the *Unpartisan Review* of the March-April number, brings interestingly to mind the days when evolution was fighting its way to the attention of the readers and thinkers of this country. As Mr. Holt says, "The fight for evolution was probably the greatest one that has taken place in religious and philosophical circles since the Reformation. Among intelligent people, the Spencerian philosophy was debated almost as much as the League of Nations is now." The story of John Fiske's great contribution to this discussion is interestingly brought forward in this article, and the story of the great dinner given to Spencer on his visit here in the eighties when Evarts presided and among the speakers were Beecher, Fiske and Youmans. The peculiarly important place that Mr. Youmans filled in bringing to publication in this country the great English books of that period is a piece of publishing reminiscence well worth reprinting:

"Youmans occupied a peculiarly favorable position. Years before, his sight had become so impaired that he had to depend for his reading upon a devoted sister. He could not buy all the books he needed, and trustees of libraries were not then hospitable to books containing the new heretical knowledge. One day his sister led him into Appleton's, which then included a retail bookstore well supplied with English publications, and "Bill Appleton," as the head of the house was then generally known among the trade which his membership honored, told Youmans to take and read any books he wanted at any time he wanted them. Mr. Appleton's generosity met a deserved reward. Youmans became the scientific adviser of the house, and brought to it so many of the important books on the great questions of that epoch as to place the house first, on those subjects, and the rest nowhere. Thru him were secured the works of Darwin, Spencer, Huxley, Tyn-dall and most of their co-workers. Youmans founded the *International Scientific Series*, and the *Popular Science Monthly*.

He collected a fund of seven or eight thousand dollars to support the publication in England of Spencer's philosophy. Spencer refused it, as he had refused the generous offer of Mill, but Youmans invested it somewhere in Spencer's name. Spencer's works took better in America than in England, and it was probably the American royalties that enabled Spencer to continue their publication until in time they made him comfortably off."

Educational Publishers

At the recent meeting of the Department of Superintendence of the National Educational Association, Mr. A. H. Nelson of the Macmillan Co. was elected President for the coming year and Mr. Frank H. Hummel of D. C. Heath Co. was elected Secretary.

AMONG THE PUBLISHERS

IF we forget, in our recent interest in the political career of Gabriele D'Annunzio, that he is one of the most picturesque and arresting of literary figures, a poet, dramatist and prose writer, a timely reminder rekindles our enthusiasm, "Tales of My Native Town" issued this week by Doubleday.

CHRISTOPHER MORLEY's new book "Kathleen" (Doubleday) is described as "a long short story, but not long enough for any reader with a sense of humor".

A charming first book of poems, full of lyric beauty and youthful fervor is "The Hesitant Heart" by Winifred Welles (Huebsch).

THE memory of Mrs. Alfred Sidgwick's excellent novel, "The Salt of the Earth," is still so keen that her new novel "Iron Cousins" (Watt) is sure of a hearty welcome.

JOHN SPARGO is lecturing extensively on "Russia as an American Problem," which is the subject of his new book, published by the Harpers. He gives the Russian situation as it is to-day and its background, with an analysis of Russian resources and the opportunities there that are open to American business men.

THAT there is keen modern interest in the ancient handicraft of lace-making is proved by the recent publication of three interesting books on the subject: Gertrude Whiting's "A Lace Guide" and Mary Sharp's "Point and Pillow Lace" both published by Dutton and "Bobbins of Belgium" by Charlotte Kellogg, a new Funk and Wagnall's book.

AMONG the Spring publications of Duffield & Co. is a new volume in their juvenile series, "Islands" by A. Hyatt Verrill. The book, like Mr. Verrill's "The Ocean", is written in an accurate, informing, and stimulating way and is as fascinating for the old as for the young.

MORE and more readers of literary discrimination are coming to know of Louis Couperus, the Dutch novelist. His "Small Souls Series" which is now complete in four volumes has established his reputation in America and his remarkable novel, "Old People and the Things that Pass," thought by many to be the finest piece of writing from his pen, is gradually coming into his own. Dodd, Mead announce for early publication, "The Tour," which is said to be a story written with admirable humor. It is laid in Egypt in the reign of Tiberius and tells of a wealthy young Roman traveling to throw off the pangs of disappointed love.

THE Macmillan Company has brought out two new volumes of translations from the Russian by Constance Garnett: Chekhov's "The Chorus Girl and Other Stories" and "Letters of Anton Chekhov to his Family and Friends".

PROFESSOR EINSTEIN's theory of relativity is calling forth a supplementary literature of comment and explanation. The curious but only semi-scientific reader will welcome Dr. Edwin E. Slosson's "Easy Lessons in Einstein" (Harcourt, Brace & Howe) and a small volume by Professor Lorentz, "Einstein's Theory of Relativity" (Brentano).

AFTER appearing as a book here thru Henry Holt and Company, and in London thru Hurst and Blackett, Alice Calhoun Haines' story of Pershing days in Mexico, "Firecracker Jane," has been reprinted in several newspapers and the "movie" rights have been bought by a Los Angeles firm.

LITTLE, Brown and Company brought out this month a new novel by Harold Brighouse, called "The Marbeck Inn." Mr. Brighouse, a Manchester man, schoolmate of Gilbert Cannan and Stanley Houghton who wrote *Hindle Wakes*, has been even better known as a dramatist than as a novelist, having to his credit at least fifteen plays which have been acted, including "Hobson's Choice", "The Odd Man Out" and "Garside's Career".

A FORTHCOMING literary event of much interest is the simultaneous publication by Stokes of Grace Hazard Conklin's volume of poems, "Wilderness Songs" and her young daughter's "Poems By a Little Girl," Amy Lowell has already spoken of the merit of Hilda Conklin's verse.

THE entrance of America into wider export business is again emphasized in the publishing world, this time by the elaborate set of books issued by C. S. Hammond & Company on "Dues and Port Charges on Shipping Thruout the World." This is a manual of three volumes of about eight hundred pages each. The ports are alphabetically arranged under their countries, and Europe and Africa are grouped in the first volume, America, Asia and Australia in the second and the United Kingdom in the third. This elaborate work includes detailed information on a multitude of subjects and is supplied with large commercial maps showing the sailing routes of the world and the distances between ports, the maps being inserted in pockets in the covers. The same firm also has ready a book on "Modern Foreign Exchange" by V. Gonzales, former foreign trade and banking advisor of the National Association of Manufacturers of the United States.

The Public's New Interest in Economy and Sociology

Discussed at the New York Library

In the series of talks and discussions on books and publishing, the New York Library held a very well attended and interesting meeting on sociology and economics in their auditorium on March 11th. Miss Corinne Bacon, Editor of the Standard Catalog Series, opened the discussion and urged the attention of library and book-trade to the increasing importance of books which fall in this field. She pointed out how much of the earlier literature in sociology had gone by, and that libraries could only adequately serve their public by prompt efforts to fill the needs from among the books coming out and by a fearlessness in representing both sides of every question. She divided the readers of to-day into reactionaries who were but small users of books, the fearful who saw disaster surrounding us on every side, and the builders who in their different fields were slowly finding the way to build a new world out of the old. These last were, she believed, the heavy book users of to-day whose needs the libraries and bookstores must meet.

F. G. Witware of the editorial staff of D. Appleton & Company spoke of how his firm was approaching the subject of publishing in the fields of economics and government, and told of the plans which had led to their series of books on "Budgets"; the important book by Whittaker on "Foreign Exchange"; the Reconstruction Series, including such important books as Bogart's "War Costs"; Hayes' "Ethics of Sociology," expressing the new attitude of the world toward ethics; and of plans for a series of practical manuals on the "Shipping Trade," which are about to come forward.

Miss Isabel Cooper, now of the New York Library system, who made a wide reputation for energy and ability when she was building up the sociological department of the Montague branch of the Brooklyn Public Library, spoke on the problems of building up such a collection, of the tremendous breadth of interest now covered by sociology, of the types of people that make the demand, and of the great value of indexing so that every part of the material can be made of use.

Alfred Harcourt spoke on some of the plans of Harcourt, Brace & Howe in the field of sociology, such as Goode's book on "Bolshevism at Work," and Keynes' epoch-making book, "The Economic Consequences of the Peace," which has seemed to turn the course of history.

That the negro is to receive better attention from the American writer is the hope and prophecy of Mary White Ovington, who spoke of the literature on the negro, which, from the American point of view, really started with Frederick Law Olmsted's writings. She stated that the economic side of negro life in the Reconstruction Period had not

been told, because writers had restricted their interpretation to the social and political record. A period which she called the 'pleasant period' of the literature of the negro is covered by the books of Thomas Nelson Page and others, which was followed by the Dixon period, when no one could say too much against the black peril. Of the later writers she laid special emphasis on Charles W. Chestnut as a colored writer of ability, and on Dr. Dubois as an interpreter of the negro psychology.

Other speakers were: Mrs. Carlton H. Parker, who spoke of her husband's work, so well known thru "An American Idyll" and of the collections she was making of his papers in the volume called "The Casual Laborer"; Mr. B. W. Huebsch, who spoke on the publisher's attitude toward books on economics and politics; and Dr. Williamson, who told of the organization value of the Public Affairs Information Service.

A Plea for Starving Booksellers

Conditions in Vienna go from bad to worse

March 11, 1920.

Editor Publishers' Weekly:

May I be permitted to draw your kind attention to the terrible situation prevailing among the middle classes in Vienna, Austria? The clerks and the employees in the book trade especially are hit hard, and their salaries do not even permit them to buy a scanty meal a day.

The writer has received three of the most pitiful letters from the starving employees of some of the largest book-houses of the capital of the former Austrian Empire, pleading for some food. The American Administration has opened a large warehouse in Vienna, where people receive food upon presentation of a so-called food-draft. Such food-drafts are sold by all banks in the United States, in denominations of ten (10) and fifty (50) dollars.

Would it not be possible to help these starving colleagues of ours! Shall the appeal to America's book trade be in vain! The smallest amount is sure to be gratefully received, as at the present rate of exchange an American cent is worth nearly three Austrian crowns.

Let all those, who have been charmed by Schubert's or Strauss's music, by Schnitzler's and Bahr's plays or stirred by Freud's philosophy help those unfortunate comrades, who do not even know what it means to have one warm meal a day.

Kindly make checks payable to Mr. Oswald Brod, c/o Brentano's, Fifth Avenue and 27th Street, New York City.

Yours very truly,

OSWALD BROD.

Brentano's, New York.

When the trial of "Jurgen" begins we trust that there will be an orchestra present to play "the last ruse of Sumner."—Heywood Brown in the *Tribune*.

Royalties Are Not Dividends

Inasmuch as The Authors' League of America recently advised authors to file their income tax returns with royalties classified as dividends, they now wish to advise members of the League that Commissioner of Internal Revenue Daniel C. Roper has ruled that royalties may not be so construed. Mr. Roper's letter, under date of March 2, states in part:

"Royalties received by authors, artists and others are not 'dividends' as defined by the Income Tax law, but are subject to normal tax as well as surtax. The circular letter recently issued by the Authors' League, may have caused an erroneous impression among authors and artists as it advises them that their royalties and all other sums derived from the sale or other disposition of authors' and artists' output are dividends. This is without support in the Revenue Law under which Income Tax is collected, and is directly in conflict with the definition of the word 'dividend,' which is given in the law.

"Dividends are exempted from normal tax only because the profits of which they are a part are taxed to the corporation earning them. Every domestic corporation, unless specifically exempted by law, is required to pay income tax on its annual net income. When such earnings are distributed to shareholders, they are not again subject to the normal tax, although they constitute income and must be reported for the purposes of the surtax.

"Royalties, salaries, space rates, or any other compensation paid by publishers or others to authors and artists constitute an expense of the paying firm or individual and not a distribution of profits.

"A true return of income by an author or artist who received royalties during 1919, must show royalties in Block E of the Income Tax return. If he received salary or wages, commissions, bonuses or a pension, the amount should be shown in Block B. All other professional income should be shown in Block A, where any necessary expenses that were directly incident to the earning of such income and were not personal or living expenses, may be deducted."

If returns have already been made on the basis of royalties as dividends, an amended report may be filed.

Great Authors' Week in New York

Wanamaker's popular "Great Authors' Week" at their Philadelphia store, of which an account was given last week by THE PUBLISHERS' WEEKLY, has been followed by a similar week, March 15-March 20, at the New York store. Ten well-known authors gave informal talks or readings from their books in the large auditorium. The speakers were:

On Monday, T. A. Daly; Tuesday, Margaret Widdemer and Honore Willsie.

Wednesday, Glenn Frank and F. Scott Fitzgerald; Thursday, Alfred Noyes and Alexander Black; Friday, Cecil Roberts and Rupert Hughes; Saturday, William Heyliger.

In the book department on the eighth floor, a table containing "McAroni Ballads," "The Boardwalk," "Factories," "Benefits Forgotten," "High Benton," "Cup of Fury," "The Great Desire," "Collected Poems of Alfred Noyes," and other volumes written by "the great authors" was given the place of honor.

A Book Trade Competition

Apparently, the publicity department of Dodd, Mead & Company has begun to doubt its own ability to produce the best trade "copy," as an announcement has been sent to the book-trade that it will pay twenty-five, fifteen and ten dollars for the best write-ups of two hundred and fifty to three hundred words on George Weston's new book, "Mary Minds Her Business." The competition is open to both buyers and clerks in retail stores, and the contest will close on April 15th.

The Jurgen Case Goes to Jury Trial

Robert M. McBride & Company, the publishers of the novel *Jurgen* by James Branch Cabell, against which Mr. Sumner of the Comstock Society has brought proceedings, retained Mr. John Quinn of the firm of Quinn and Crowell, who made a motion for the transfer of the case from the Court of Special Sessions to the Court of General Sessions. The matter came up before Mr. Justice Malone in Part I of the Court of General Sessions on Monday (March 8). At the conclusion of Mr. Quinn's argument Judge Malone decided that the case was one which should be tried by a jury, and directed that an order be entered transferring it from the Special Sessions to the jury calendar.

Government Economies in Paper

All users of paper were interested to notice that the Joint Congressional Committee on Printing, of which Reed Smoot is Chairman, has sent a letter under date of February 16th to all departments, suggesting that every possible economy be made. Each department is asked to send a report on what publications can be suspended, at least temporarily. The request relates particularly to journals, magazines and periodicals, and asks that any other publications that may be now in process be considered very carefully as to the advisability of suspending the work. Department heads are acting on this. Mailing lists are being reduced and requisitions for printing are being considered with great care. The book publishing trade uses such a small fraction of the paper produced in a year that paper famines can only be avoided starting economies among the big users such as the Government Printing Office.

Unauthorized Reprints of American Books in China

As China is not signatory to the Berne Convention, it does not have full copyright agreements with Europe nor with the United States, whose copyright agreements differ from those of most civilized countries on account of the "manufacturing clause." The present conditions in China, now that the reading of English is increasing, are described in an address by W. B. Kennett delivered at Shanghai before the Advertising Club of China.

"In the matter of the rights of foreigners against Chinese, there is unfortunately a very serious and urgent question. As many of you know, it has become the practice during recent years for large Chinese printing and publishing establishments to reproduce in China complete copies of British and American books, including learned and scientific books of considerable value. These Chinese printers, having nothing to pay for author's fees or for ocean freight, are able to sell these pirated books at a cost far below that at which the real publisher can sell the books in China. I have seen cases where a complete modern book on a technical subject has been reproduced complete, with diagrams, page for page, from cover to cover, apparently by a photographic process, for the only difference that could be detected was that the name of the Chinese publisher had been substituted for the real publisher. There is unfortunately no adequate remedy for this kind of piracy. Article II of the Treaty of 1903 between the United States and China reads as follows:

Whereas the Government of the United States undertakes to give the benefits of its copyright laws to the citizens of any Foreign State which gives to the citizens of the United States the benefits of copyright on an equal basis with its own citizens:—

Therefore the Government of China, in order to secure such benefits in the United States for its subjects, now agrees to give full protection, in the same ways and manner, and subject to the same conditions, upon which it agrees to protect trade-marks, to all citizens of the United States who are authors, designers, or proprietors of any book, map, print or engraving, especially prepared for the use and education of the Chinese people or translation into Chinese of any book in the exclusive right to print and sell such book, map, print, engraving or translation, in the Empire of China during ten years from the date of registration. With the exception of the books, maps, etc., specified above, which may not be reprinted in the same form, no work shall be entitled to copyright privileges under this Article. It is understood that Chinese subjects shall be at liberty to make, print and sell original translations into Chinese of any works written or of maps compiled by a citizen of the United States. This Article shall not be held to protect against due process of law, any citizen of the United States or Chinese

subject who may be author, proprietor, or seller of any publication calculated to injure the well-being of China.

"You will note that protection is only given in respect of books, maps, etc., especially prepared for the use and education of the Chinese people. Now it is perfectly obvious that the vast majority of technical and scientific books and novels published in the United States or England are not especially prepared for the use and education of the Chinese people, altho there may be a very ready sale for such books among students and others in China. The fact that there is a demand for such books is shown by the fact that it is worth while for Chinese publishers to pirate them. It is obviously most unjust that this state of things should continue, especially as year by year the demand for such books will obviously increase. I believe that the American Government has already sought a revision of the above quoted Article, but the Chinese Government has been unwilling to agree.

"In the case of books which are especially prepared for the use and education of the Chinese people, I believe it is the practice to print a statement to this effect on the fly leaf of the book, and to file copies of the book with the Minister of the Interior at Peking. I believe that the Bureau for the Provisional Registration of trade-marks established at the Customs at Shanghai also accepts for filing copies of the books coming within the above mentioned clause of the Treaty.

"It must be quite obvious, however, that the position with regard to copyright belonging to foreigners is in the highest degree unsatisfactory in China. Until recent years the matter may not have been of very urgent importance, as the small demand for foreign books by Chinese made it hardly worth while for Chinese firms to pirate foreign books; but now that the use of foreign books in China is growing to such a large extent, the practice of piracy is evidently becoming profitable, while foreign publishers are by this means being deprived of what would be even now, and certainly will be in future, a large market for their goods. I trust that now the war is at an end, and statesmen have time to turn their attention to the problems of peace this is one of the matters which will receive speedy attention.

"The question of the reprinting of American works in China by Japanese printers is covered by the following articles in the Treaty of 1908 between United States and Japan. It is possible that Great Britain might claim the benefit of these articles under their Treaty with Japan of 1894, which entitles Great Britain to the same treatment as 'the most favored nation':

Article 1.—Inventions, designs and trade-marks, duly patented or registered by subjects or citizens of one High Contracting Party in the appropriate office of the other Contracting Party shall have in all parts of China the same protection against infringement by subjects or citizens of such other

Contracting Party as in the dominions of such other Contracting Party.

Article 3.—In case of infringement in China by a subject or citizen of one of the two High Contracting Parties of any invention, design, trade-mark or copyright entitled to protection in virtue of this convention, the aggrieved party shall have in the competent territorial or consular courts of such Contracting Party the same rights and remedies as subjects or citizens of such Contracting Party.

"There are at present no serious questions of infringement of copyright between foreigners of American and European nationalities in China. As between Britishers in China, the British copyright law is applied by Order in Council, and I assume that other nations enjoying extra-territoriality would give to their own subjects protection against breaches of copyright law by others of their own subjects."

English Book-Trade News

(From Our London Correspondent)

One almost gets sick of the phrase "increasing costs of production." There is never an ending to the cry. You wake up in the morning and wonder what paper is going to figure one out. You open your morning paper and find "More wages for the printer." On the car someone tells you cloth has gone up, and when you get to the office, you look around for the profit which you had reckoned on yesterday. It's a tale of the tub all over again. One definite result has come to pass. The seven shilling novel is a back number. Eight shillings will have to be the minimum price, and ere long we shall be paying nine shillings for a regular 320-page volume of fiction. Will the public pay? We think so. The reading habit is holding on. That's all to the good. But, larger sales will have to be looked for; so out goes the non-essential. Soon the best-sellers will monopolize the market. It will tighten up the publishing judgment, and the real noser for the book which is going to sell, even tho the author is an unknown quantity, will be worth his or her weight in gold.

The new union for assistants, which has before been referred to in the PUBLISHERS' WEEKLY under the title of "National Union of Bookshop and Bookstore Employers" is to be changed to "Retail Book, Stationery and Allied Trades Association." The Association is securing great support, and many men and women are joining it from all parts of Great Britain. A propaganda campaign is in being, and the offices of the society are delivering speeches in all the big towns, such as Oxford, Edinburgh, Birmingham, Liverpool, Manchester, Glasgow, etc. The executive is busily drawing up a proposal for a uniform wage for the whole trade in all its sections.

The British Board of Trade order of March, 1918, which set up the Controller of Paper department, has just been officially revoked by a further order which was printed in the last number of the *Gazette*.

County educational authorities, established under the last educational act, are planning to set up stores for the sale of books and other educational requisites, such as stationery, etc.

The Parsons' list, which will be printed shortly, contains a number of valuable items. Many of their schemes are likely to achieve success, and certainly they are quite fresh ideas. They propose to make a specialty of books dealing with business questions of the hour, and we may expect a number of authoritative labor books which will surely be wanted in many countries.

Here is an interesting item. Among the new members nominated at a well known club was Mr. Charles Kingsley. Strangely enough, he was nominated and recorded by London publishers of great renown. Mr. Kingsley is an American and well known to many of our readers.

From *The Nation* (London)): A publisher, to whom had been recommended the manuscript of a young and unknown writer, told me last week he would not think of issuing it. "The cost of producing books will compel us now to confine our business to tried authors, and to books on the subjects which the newspapers have made popular. Unknown writers and adventurous manuscripts have no chance to day. At one time we could afford to speculate in a new writer who appeared to us to have quality, for then the sale of 800 copies of a five shilling book, which was possible, would show us a profit. Now we must have some assurance that we can sell 2,000 of a six-shilling work, or 1,500 of a volume at 7s. 6d., and very few books go that distance. The cost of paper, printing, binding, and distributing is nearly four times what it was in 1914. We might, in time bring the paper makers somewhere nearer the reasonable, but the cost of labor will go on increasing. The printers even now are considering a forty-four hour week. That would add another 15 per cent. to their bill." The publisher, being a man of business with the prejudices; of his kind, put his judgement with violence; but as it is not mine I'll report it. "The men who print books are going to cut the throats of the men who write them."

O. Henry Memorial Prizes

Under the title, "O. Henry Memorial Stories, 1919, as Chosen by the Society of Arts and Sciences for the O. Henry Memorial Prize Award," Doubleday, Page & Co. will publish the collection of stories out of which the O. Henry Memorial Award will be made. The stories must have been written by an American and published in America during 1919. The two best stories of this selected group will receive the first and second prizes of \$500 and \$250. The members of the Committee of Award are Blanche Colton Williams, Edward J. Wheeler, Robert Wilson Neal, Ethel Watts Mumford, and Merle St. Croix Wright.

Lectures at the Sunwise Turn

Robert Frost's lecture of March 16th had to be postponed until April 20th, as Mr. Frost is suffering from influenza. On March 23, Helena de Kay will lecture on "Romain Rolland and the War." March 30 Ridgeley Torrance will read some of his Negro Plays. April 6, Amy Murray, the Gaelic harpist (author of "Father Allan's Island" soon to be published by Harcourt, Brace & Howe), will give her Hebrides songs and folk tales. April 13, Lola Ridge will lecture on "Woman and the Creative Will." April 7, Dr. Amanda Coomaraswamy will lecture on Indian Poetry.

Publicity for the "Books for Everybody Campaign"

In reaching out for nationwide attention to the enlarged program of the American Library Association, there have been appointed directors of local publicity in fifty-two hundred communities. These local representatives will keep the subject of "Books for Everybody" in the eyes of the public thru material supplied for the local newspapers, and by taking any other steps that are possible to get this idea before the public. The United States Commissioner of Education, Mr. P. P. Claxton, has just written a strong endorsement of this campaign. He expresses himself as being particularly interested that the book reading habit shall be propagated in the rural and scattered communities, where people have small contact with reading matter in book form.

Census of Printing and Publishing

The new industrial census which will be taken by the government in March will include statistics of the paper production, printing and publishing trades. These statistics are to include the number of employees, their hours and wages. The government has now devised the necessary machinery to compile the statistics gathered from a census of industries so that the work at the Census Bureau may be done rapidly. This means that it will now be possible to have an industrial census every two years with the statistics available for business houses. The last industrial census was taken in 1914, in which about 400,000 printing plants were listed. This year's census will undoubtedly show a great increase.

The Athenaeum Essay Competition

With the aim of stimulating a critical interest in contemporary English Literature, *The London Athenaeum* offers a number of prizes for best essay on ENGLISH LITERATURE SINCE 1914. Dr. Robert Bridges and George Saintsbury are to act, with the editor of *The Athenaeum*, as judges. Such a contest would be very interesting in America. What would be said of American literature since 1914? Or what would be America's judgment of English literature since 1914?

Prof. Phelps Lists Good New Novels

Prof. Wm. Lyon Phelps has printed a list of twenty-four novels of 1918 and up to fall 1919 that he believes any fiction reader would enjoy.

Aksakov, Sergiei. A Russian Gentleman. Longmans.
Ashford, Daisy. The Young Visitors. Doran.
Bennett, Arnold. The Roll Call. Doran.
Canfield, Dorothy. Home Fires in France. Holt.
Clifford, Mrs. W. K. Miss Fingal. Scribner.
Conrad, Joseph. The Arrow of Gold. Doubleday.
Davis, James Francis. Almanzar. Holt.
De Morgan, William. The Old Madhouse. Holt.
Gale, Zona. Birth. Macmillan.
Galsworthy, John. Saint's Progress. Scribner.
Hergesheimer, Joseph. Java Head. Knopf.
Hughes, Rupert. The Cup of Fury. Harper.
James, Henry. Travelling Companions. Scott & Seltzer.
Johnston, Sir Harry. The Gay-Dombeys. Macmillan.
Locke, William J. The Rough Road. Lane.
Marshall, Archibald. Richard Baldock. Dodd.
Ollivant, Alfred. Boy Woodburn. Doubleday.
Porter, Gene Stratton. A Daughter of the Land. Doubleday.
Tarkington, Booth. The Magnificent Ambersons. Doubleday.
Turner, John Hastings. Simple Souls. Scribner.
Walpole, Hugh. The Secret City. Doran.
Watts, Mary S. From Father to Son. Macmillan.
Wells, H. G. The Undying Fire. Macmillan.
White, William Allen. In the Heart of a Fool. Macmillan.

About Three New Editions a Year

The Robinson Crusoe bi-centenary last year calls from *Le Droit D'Auteur* this summary of the various appearances of the book:

"Up to 1908 Daniel Defoe's 'Life and Surprising Adventures of Robinson Crusoe' had appeared in about 300 different English editions without counting simple reprints; there had been 200 adaptations without counting the adaptations of adaptations; 290 imitations, without counting either the translations or the rehandlings of these imitations; and 50 'Robinsonades'—that is, works falsely bearing the title of Robinson borrowed for the sake of the advertisement. To these must be added about 300 dramatic pieces which treat the subject in the form of opera, operetta, comedy, burlesque, or ballet, as well as numberless translations into thirty different languages. A real literature has grown up from this work, which remains ever fresh and living, making the name of the author immortal."

The Stationers' Board Banquet

The annual banquet of the Stationers and Publishers, held on March 13th at the Hotel Pennsylvania, marked the forty-fifth anniversary of the founding of that institution. Despite a severe blizzard that threatened travel, several hundred men and women journeyed from far and near to be present. All praise is due to the banquet committee whose efforts were so largely responsible for the success of the occasion; to the culinary expert who selected the Pennsylvania Hotel's choice table d'hôte; and to the impressario who found so capable a leader as William G. Eisenhauer to conduct the evening's musical program. Due homage was paid to King "Jazz." An arrangement of the floor space of the banquet hall permitted the diners to dance between courses. President H. C. Bainbridge, Jr., acting as toastmaster introduced in turn Mr. Ralph S. Bauer who spoke of the danger of the slump which the present inflated prices may cause in the trade; Mr. Alexander Black, author of "The Great Desire," who substituted for the usual after-dinner speech a number of unusually good stories and Mr. C. T. Brainard, President of Harper & Bros., who gallantly volunteered to bat for James H. Herron who missed train connection from Buffalo and could not be present.

Another Brick Row Book Shop

By the middle of April, the Brick Row Shop of New Haven will open a branch in New York at 19 East 47th Street, thus adding to the important metropolitan group of dealers in rare books. Dr. Lawrence Mason, late of the English faculty of Yale University, will have charge of this store. Dr. Mason has been interested with Mr. Hackett in his business, and has now withdrawn from teaching altogether. The building on 47th Street is to be occupied jointly by the University presses, with Mr. J. C. C. Fletcher in charge, and the Brick Row Shop. Mr. Hackett was one of the most active bidders in the Buxton Forman sale at Anderson Galleries, and has come to the front in recent years as one of the most important figures in the rare book field in America. He is planning to make another trip to England in July for purposes of purchasing.

A Texas Publisher in New York

Last fall, Mr. Sidney Herz, of Waco, Texas, moved to New York his publishing business which has been carried on at Waco, Texas, for a number of years. Under his publishing direction, the books of Brann, the Iconoclast, are well on their way to a large public and into hundreds of bookstores. Mr. Herz finally concluded that Waco was a little too far distant from the natural channels of book distribution to continue to carry on the business there, and established headquarters at 130 East 15th Street. He has now gathered together all of the works of Brann and

made a set of twelve volumes. It may not be absolutely inevitable that successful publishing enterprises gradually gravitate to New York, but a few large cities do provide the easiest channels for distribution and the best centers from which to organize publicity. Mr. Herz, who now operates under the name of Brann Publishers, Inc., announces that he has other publishing enterprises in view for a later date.

Personal Notes

HENRY SIEDEL CANBY has accepted a position as literary editor of the New York *Evening Post* with William Rose Benét as assistant. Royal J. Davis, the present literary editor, is transferred to general editorial work. Mr. Canby has had a long record of teaching and writing and is at present professor of literature at Yale and assistant editor of the Yale Review. His novel, "Our House," published by Macmillan, is one of the best of recent American stories. Mr. Benét's position as a poet of achievement and promise is well-known. With such editorial backing the *Post* book section will become increasingly important.

WALTER H. COX of Wanamaker's, Philadelphia, and Frank S. Smyth of Wanamaker's, New York, will sail for England on March 20. This will be Mr. Smyth's first visit to the British book market, and Mr. Cox's second.

EARL C. DELAND, publisher of The Boston Evening Record, has been elected Vice-President of The Four Seas Company.

GARDNER TEALL announces that he has retired from the editorship of *Art & Life* to resume his former editorial connections.

Removal Notice

W. J. Watt & Co. have obtained handsome new quarters in what is rapidly becoming the center of the publishing trade. Their new offices are in the new National Association Building at 31 West 43rd St.

Periodical

A new publication, which "seeks to emphasize the fact that there is a closer link between poetry and music than between any other two arts," has appeared in London under the name of *Music and Letters*. The new periodical will be issued quarterly by Fox-Strangways.

Business Note

NEW YORK CITY.—Thomas Seltzer has taken over all interests in the firm of Scott & Seltzer, Inc., and Mr. Temple Scott is about to embark in publishing enterprises of his own. The conduct of the business will remain in every respect the same as heretofore, the only change being in the name of the firm, which will be altered to "Thomas Seltzer, Inc."

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Albertson, Ralph

Fighting without a war; an account of military intervention in north Russia. 12+138 p. pls. map D c. N. Y., Harcourt, B. & H. \$1.50 n.

Account of the Allied expedition at the Archangel front. Author served as a Y. M. C. A. secretary thruout the expedition.

Anderson, George Wood

Problem or opportunity? Which is it the church is now facing? 159 p. D [c. '19] N. Y. and Chic., Revell \$1 n.

Aranha, Joseph Graca

Canaan; tr. from the Portuguese by Mariano Joaquin Lorente; with a perface by Gulielmo Ferrero. 321 p. D c. Bost., Four Seas. \$2 n.

Story of a young emigrant who settles in one of the colonies of Brazil. Author is of the Brazilian Academy.

Artmann, Ferdinand

Labour; a brief review of ways and means for the national economic reconstruction of Central and Eastern Europe, and the most profitable utilisation of the labor resources. 25 p. Q '19 [N. Y., Lemcke & Buechner] pap. 75 c.

Bacon, Frank

Lightnin'; after the play of the same name by Winchell Smith and Frank Bacon; with il. from photographs of the play. 219 p. pls. D [c. '20] N. Y., Harper. \$1.75 n.

Story of Lightnin' Bill Jones, his family, and his boarding house located on the state line between

California and Nevada—the Nevada side being for the convenience of divorcées.

Barnett, Edward de Barry

The preparation of organic compounds. 2d ed. 15+273 p. il. O Phil., Blakiston \$3.25

Barron, Clarence Walker

A world remaking; or, Peace finance. 13+242 p. O. [c. '20] N. Y., Harper \$1.75 n.

Analysis of the world situation pointing out the fact that our problems are largely questions of finance.

Barton, George

The Pembroke Mason affair. il. Bost., Page Co. \$1.65 n.

Continues the detective exploits of Bromley Barnes of author's earlier books.

Bearne, Rev. David

Jack South and some other Jacks. 2d ed. St. Louis, Herder 75 c. n.

Beck, Ernest G.

Structural steelwork, relating principally to the construction of steel-framed buildings. 7+462 p. figs. tabs. O N. Y., Longmans \$7.50 n.

Index.

Benét, William Rose

Merchants from Cathay [verse]. 112 p. O c. New Haven, Ct., Yale Univ. bds. \$1.25 n.

Blocksidge, Ernest W.

Ships' boats, their qualities, construction, equipment and launching appliances. 16+500 p. il. diagrs. tabs. (1 fold.) O N. Y., Longmans \$9 n.

Book of reference for shipbuilders, shipowners and officers of the mercantile marine service. Index.

Ashley, George Hall

Abram Creek-Stony River coal field, northeastern West Virginia. 85—103 p. fold. map fold. chart tabs. O (U. S. Geol. Survey bull. 711-F) Wash., D. C., Gov. Pr. Off. pap.

Bible. New Testament.

Actus Discipulorum (sine Judaizantium emendationibus) e codice rescripto Tarragonensi; olim in Bibliotheca Ecclesiae Cathedralis Tarragonae nunc in aedibus Societatis Hispanensis Americanae, Novi-Eboraci Asservato; extractum et translatum ab textu Latino omnium antiquissimo per E. S. Buchanan. 3+40 p. D '19 [Mount Kisco] N. Y. [E.

S. Buchanan, Box 172] pap. \$1 n

Euangelium sec. Johannem (sine Judaizantium emendationibus) e codice rescripto Tarragonensi; olim in Bibliotheca Ecclesiae Cathedralis Tarragonae nunc in aedibus Societatis Hispanensis Americanae, Novi-Eboraci Asservato; extractum et translatum ab textu Latino omnium antiquissimo per E. S. Buchanan. 3+52 p. D '19 [Mount Kisco] N. Y. [E. S. Buchanan] pap \$1 n

Euangelium sec. Lucam (sine Judaizantium emendationibus) e codice rescripto Tarragonensi; olim in Bibliotheca Ecclesiae Cathedralis Tarragonae nunc in aedibus Societatis Hispanensis Americanae, Novi-Eboraci Asservato; extractum et translatum ab textu

Böhme, Jacob

Six theosophic points, and other writings; newly tr. into English by John Rollerston Earle. 220 p. O c. N. Y., A. A. Knopf \$3 n.

Religious and philosophical studies written in the early seventeenth century.

Book (The) of Marjorie. 128 p. D c. N. Y., A. A. Knopf bds. \$1.50 n.

Idyl of love and marriage.

Boucicault, Ruth Baldwin Holt [Mrs. Aubrey Boucicault]

The rose of Jerico. 485 p. D c. N. Y., Putnam \$1.90 n.

Story of the stage.

Brooks, Keith Leroy

Summarized Bible; complete summary of the New Testament. 96 p. O [c. '19] Los Angeles, Cal., Bible Institute of Los Angeles 50 c.

Summarized Bible; complete summary of the Old Testament. 215 p. O [c. '19] Los Angeles, Cal., Bible Institute of Los Angeles 75 c.

Bruce, Henry Addington Bayley

The riddle of personality. D '19 N. Y., Funk & W. \$1.50 n.

Bullock, Edna Dean, and Johnsen, Julia E., comps.

Selected articles on the employment of women. 2d and enl. ed. 37+214 p. (26 p. bibl.) D (Debaters' handbook ser.) N. Y., H. W. Wilson Co. \$1.25 n.

Cantacuzène, Princess [Countess Spéransky, née Julia Dent Grant]

Russian people; revolutionary recollections. 321 p. pls. pors. O c. '19-'20 N. Y., Scribner \$3 n.

Account of conditions as they exist in certain parts of Russia to-day. Partial contents: Proprietors and peasants; Revolution in the village; The Crimea's effort; The new Russian view; Siberian impressions.

Carpenter, Edward

Pagan and Christian creeds: their origin and meaning. 319 p. il. O c. N. Y., Harcourt, B. & H. \$3 n.

Study of the origin of religious rites and cere-

monies presenting the theory of the common origin of pagan and Christian cults. Index.

Cassilly, Francis Bernard

A story of love. 3d ed. 9+145 p. front. O St. Louis, Herder 75 c. n.

Center, Stella Stewart, comp.

The worker and his work; readings in present-day literature presenting some of the activities by which men and women the world over make a living. 350 p. (4½ p. bibl.) pls. D (Lippincott's school text ser.) [c. '20] Phil., Lippincott \$2 n.

Cheley, Frank Hobart

Overland for gold. 272 p. D [c. '20] N. Y. and Cin., Abingdon Press \$1.50 n.

Tale of the Colorado gold days.

Stories for talks to boys. 10+347 p. S c. N. Y., Assn. Press \$2

Collection of illustrative material to be used in connection with work with boys.

Clark, Champ

My quarter century of American politics. 2 v. 945; 472 p. pls. pors. O [c. '20] N. Y., Harper \$6 n. bxd.

Autobiography of one of the most prominent figures in American political history of the present day. Index.

Coester, Alfred Lester, comp. and ed.

Cuentos de la América Española; selected and ed. with notes and vocabulary. 7+236 p. il. map D [c. '20] Bost., Ginn 96 c.

Collier, D.

Basket making. il. D '19 N. Y., Funk & W. \$1 n.

Committee on the War and the Religious Outlook

Religion among American men as revealed by a study of conditions in the army. 16+155 p. O c. N. Y., Assn. Press \$1.50

Presents the results of an investigation made by this committee concerning the religious life of American men.

Concannon, Helena [Mrs. Thomas Concannon]

Women of ninety-eight. 16+326 p. il. O St. Louis, Herder \$2.25 n.

Latino omnium antiquissimo per E. S. Buchanan. 3+58 p. D '19 [Mount Kisco] N. Y. [E. S. Buchanan] pap. \$1 n.

Bocy, Theodoor Hendrik Nikolaas de

Archeology of the Virgin Islands. 100 p. il. pls. map S (Indian notes and monographs v. 1, no. 1) N. Y., Mus. of the Am. Indian, Heye Foundation pap. \$1.25

Santo Domingo kitchen-midden and burial-ground. 108-137 p. il. pls. fold. plan S (Indian notes and monographs v. 1, no. 2) N. Y., Mus. of the Am. Indian, Heye Foundation pap. 50 c.

Bradlee, Francis Boardman Crowninshield

The dreadnought of Newburyport, Massachusetts, and some account of the old transatlantic packet-ships. 23 p. Salem, Mass., Essex Inst., 132 Essex St.

Browne, Thomas J.

Physical education. 8 p. O (Extension leaflets) Chapel Hill, N. C., Univ. of N. C. pap. gratis

Burlison, William Leonidas, and Stark, Robert Watt
Treating oats for smut. 4 p. O (Agric. Exper. Station circ. 240) Urbana, Ill., Univ. of Ill. pap. gratis

Burnett, James Jehu

Sketches of Tennessee's pioneer Baptist preachers, being, incidentally, a history of Baptist beginnings in the several associations in the state; containing, particularly, character and life sketches of the standard-bearers and leaders of our people; commencing with the oldest communities of Baptists and covering, substantially but not in detail, a period of one hundred years (1775-1875) of Baptist effort and achievement in Tennessee; with photo illustrations and an appendix of curious documents and bits and fragments of church history. 567 p. O '19 Jefferson City, Tenn., J. J. Burnett \$2.50

Cooper, Arthur Reuben

North American pseudophyllidean cestodes from fishes. 243 p. Q (Ill. biological monographs, v. 4, no. 4) '19 Urbana, Ill., Univ. of Ill. pap. \$2

Daudet, Alphonse

Contes choisis; ed. with notes, questionnaire, exercises and vocabulary by Walter D. Head. 16+201 p. S (Macmillan French ser.) '19 c. N. Y., Macmillan 60 c. n.

Densmore, Hiram D.

General botany for universities and colleges with original il. by the author and by M. Louise Sawyer. 12+459 p. por. O [c. '20] Bost., Ginn \$2.96

Index. Author is professor of botany, Beloit College, Beloit, Wisconsin.

Dorado, Carolina Marcial

Primeras lecturas en Español. 11+225 p. il. maps music D [c. '20] Bost., Ginn 96c.

Dorrance, Mrs. Ethel Arnold Smith, and Dorrance, James French

Glory rides the range. 308 p. front. D [c. '20] N. Y., Macaulay Co. \$1.75 n.

Adventure story located in the wilds of Arizona.

Eliot, T. S.

Poems. 63 p. D c. N. Y., A. A. Knopf bds. \$1.25 n.

Evans, Caradoc

My neighbors; stories of the Welsh people. 244 p. D c. N. Y., Harcourt, B. & H. \$1.75 n.

Satirical character sketches.

Evarts, Hal G.

The cross pull. 273 p. front. D N. Y., A. A. Knopf \$1.90 n.

Story of the western woods having a dog as its real hero.

Finch, James Kip

Topographic maps and sketch mapping. 16+150 p. col. pls. fold. map figs. O N. Y., Wiley \$2.50 n.

Flatt, Annie McCallum

The dawn of a new era; a novel. D Bost., Badger \$1.75 n.

Fuller, Arthur Franklin

The joyous life; seven essays, 86 p. S. [c. '19] Los Angeles, Cal., Anchor Pub. \$1.50

Geissinger, James Allen

The democracy of Methodism. 83 p. S [c. '20] N. Y. and Cin., Meth. Bk. Concern 50 c. n.

Examination of Methodist polity and administration.

Georgian poetry, 1918-1919. 196 p. D N. Y., Putnam bds. \$2.50 n.

Gray, Joslyn

Fireweed. 331 p. D c. N. Y., Scribner \$1.75 n.

Story of a self-centered American woman who meets a fellow countryman in far lands and who thru the love that grows up between them is won from her selfishness.

Griffin, Grace Gardner, comp.

Writings on American history, 1917. 200 p. O c. New Haven, Ct., Yale Univ. \$3

Haldeman, Isaac Massey

Why I preach the second coming. 160 p. D [c. '19] N. Y. and Chic., Revell \$1 n.

Hastings, James, D.D., ed.

The Christian doctrine of faith. 9+419 p. O (The great Christian doctrines) '19 N. Y., Scribner \$4 n.

Corrected price.

Hazell (The new) annual and almanack for the year 1920; by T. A. Ingram. 54+940 p. D N. Y., Oxford Univ. \$3 n.

Hendryx, James Beardsley

The gold girl. 349 p. col. front. D c. N. Y., Putnam \$1.75 n.

Story of the West and of a lost mine.

Henry, Rev. A. E.

A working plan for the church school. 208 p. D c. N. Y. and Chic., Revell \$1.25 n.

Hill, J. G.

Telephonic transmission, theoretical and applied. 16+398 p. pls. charts (8 fold.) diagrs. O (Manuals of telegraph and telephone engineering) N. Y., Longmans \$6.50 n.

Hobbs, F. Dudley

How to fly and instruct on an "avro"; with a foreword by J. G. Hearson. 75 p. pls. O '19 N. Y., Longmans limp cl. \$1.25 n.

Coppens, Rev. Charles

The Protestant Reformation; how it was brought about in various lands. 7th ed. 112 p. S St. Louis, Herder pap. 15 c.; 12 copies \$1.35 n.

Dall, William Healey

Pliocene and pleistocene fossils from the Arctic coast of Alaska and the auriferous beaches of Nome, Norton Sound, Alaska. 23-37 p. pls. Q (U. S. Geol. Survey professional pap. 125-C) Wash., D. C., Gov. Pr. Off. pap.

Dellinger, John Howard

Principles of radio transmission and reception with antenna and coil aeriels. 435-594 p. il. diagrs. Q (U. S. Bu. of Standards scientific pap. 354) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Directory of directors in the city of New York, 1919-1920. 1034 p. '19 c. N. Y., Directory of Directors Co., 14 Wall St. \$10

Finn, Francis James

New faces and old; short stories. 9th ed. 137 p. D St. Louis, Herder 50 c. n.

Gray, Glenn A.

Gazetteer of streams of Texas. 267 p. O (U. S.

Geol. Survey water-supply pap. 448) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 20 c.

Grover, Nathan Clifford

Surface water supply of the United States, 1916. pt. 9. Colorado River basin. 198+34 p. pl. tabs. O (U. S. Geol. Survey water supply pap. 439) '19 Wash., D. S., Gov. Pr. Off. pap. Supt. of doc. 15 c.

Guaranty Trust Company of New York

Ownership certificates under the Federal income tax law, including returns of information and withholding. 55 p. forms D [c. '20] N. Y., Guaranty Trust Co. of N. Y. pap. gratis

Transportation act, 1920. 112 p. D [c. '20] N. Y., Guaranty Trust Co. of N. Y. pap. gratis.

Hadley, Frederick Brown

Principles of veterinary science. 420 p. D Phil., Saunders \$2.75 n.

Heye, George Gustave

Certain aboriginal pottery from southern California. 46 p. il. pls. double map S (Indian notes and monographs v. 7, no. 1) ['19] N. Y., Mus. of the Am. Indian, Heye Foundation pap. \$1

Holt, Henry

The cosmic relations and immortality. New ed. 2 v. 1017 p. D N. Y., Houghton Mifflin \$10 n.

New edition of author's "On the Cosmic Relations".

Hopkins, Alfred

Modern farm buildings; being suggestions for the most approved ways of designing the cow barn, dairy, horse barn, hay barn, sheep-cote, piggery, manure pit, chicken house, root cellar, ice house and other buildings of the farm group, on practical, sanitary and artistic lines. [Rev. ed.] 237 p. pls. plans. Q c. '13-'20 N. Y., McBride \$4 n.

House, Elwin Lincoln

The drama of the face; and other studies in applied psychology. 258 p. O [c. '19] N. Y. and Chic., Revell \$1.75 n.

Humphreys, Mrs. Desmond

Diana of the Ephesians; a novel. 492 p. D [c. '20] N. Y., Stokes \$1.75 n.

Present-day story of a woman's struggle for fame and position.

Ives, Herbert Eugene

Airplane photography. 422 p. il. diags. O c. Phil., Lippincott \$4 n.

Jung, Carl Gustav, ed.

Studies in word-association; experiments in the diagnosis of psychopathological conditions carried out at the Psychiatric clinic of the University of Zurich; auth. tr. by M. D. Eder. 9+575 p. il. O '19 c. N. Y., Moffat, Yard \$6 n.

Kaupp, Benjamin Franklyn

Poultry culture, sanitation and hygiene. 2d ed. 537 p. il. D Phil., Saunders \$3 n.

Keiser, Albert

Influence of Christianity on the vocabulary of Old English poetry. 2 v. 150 p. Q (Studies in language and literature, v. 5, no. 1-2) Urbana, Ill., Univ. of Ill. pap. \$1.50

Kellogg, Charlotte Hoffman [Mrs. Vernon Lyman Kellogg]

Bobbins of Belgium; a book of Belgian lace, lace-workers, lace-schools and lace-villages. 314 p. jl. pls. por. D c. N. Y., Funk & W. \$2 n.

Account of the Belgian lace industry as it was before the war and as it is now being rebuilt. Index. Author is of the Commission for Relief in Belgium.

Kellogg, Vernon Lyman

America on mission. D '19 Bost., Houghton Mifflin \$1.25 n.

Kennedy, Charles Rann

The army with banners; a divine comedy of this very day, in five acts, scene indivisible, setting forth the story of a morning in the early millennium. 149 p. D '19 c. N. Y., Huebsch \$1.50 n.

Drama having Christianity as its theme.

Kleeman, Richard D.

A kinetic theory of gases and liquids. 16+272 p. figs. T N. Y., Wiley \$3 n.

Kleiser, Grenville

Christ the master speaker. 205 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

How to sell through speech. 146 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

How to speak without notes. 160 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Impromptu speeches: how to make them. 146 p. D (pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Model speeches for practice. 219 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Something to say: how to say it. 148 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Successful methods of public speaking. 172 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

The training of a public speaker. 259 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Vital English for speakers and writers. 162 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Word power: how to develop it. 180 p. D (Pocket guides to public speaking) N. Y., Funk & W. \$1 n.

Klickman, Flora [Mrs. E. Henderson-Smith]

The lure of the pen; a book for would-be authors. 8+305 p. O c. N. Y., Putnam \$2.50 n.

Practical advice for the amateur writer concerning the training for literary work, the reason why so many manuscripts fail, the help that one may receive from books, etc. Index.

Holler, Homer Denison, and Braham, Joseph Marvin

Cadmium electrode for storage-battery testing. 15 p. tabs. diags. Q (U. S. Bu. of Standards technological pap. 146) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Irish, Marie

Humorous dialogues for children. 119 p. S [c. '19] Chic., Beckley-Cardy Co. pap. 35 c.

Jones, E. L., jr., and Ransome, Frederick Leslie
Deposits of manganese ore in Arizona. 6+93-184 p. il. pls. fold. charts fold maps O (U. S. Geol. Survey bull. 710-D) Wash., D. C., Gov. Pr. Off. pap.

Joslyn, Rodolphus Waite

Twelfth commandment: thou shalt not profit by the labor of other men; being a report of the discussions of the Octagon club. 123 p. T [c. '19] Elgin, Ill., Normalist Pub. 75 c.

Kindred, James Ernest

Skull of Amiurus. 120 p. pls. Q (Ill. biological monographs, v. 5, no. 1) '19 c. Urbana, Ill., Univ. of Ill. pap. \$1.25

Kirtley, Lorin Enswins, ed.

Liaison, a history of Regimental headquarters company, one hundred thirty-fourth U. S. field artillery. 145 p. il. Q '19 Dayton, O., L. E. Kirtley, c. o. Otterbein Press \$4

Koch, Antony, D.D.

A handbook of moral theology; adapted and ed. by Arthur Preuss. v. 2, Sin and the means of grace. 2d rev. ed. v. 3, Man's duty to himself. 6+230; 6+183 p. O St. Louis, Herder ea. \$1.50 n.

Lynde, Francis

The wreckers; with front. by Arthur E. Becher. 377 p. col. front. D c. N. Y., Scribner \$1.75 n.

Story of railroading in the West and of a big fight against crooked politicians.

McCaleb, Walter Flavius

Present and past banking in Mexico. 21+268 p. O. [c. '20] N. Y., Harper \$2 n.

Account of the history and methods of Mexican banking. Index. Author is managing director, Massachusetts Credit Union Association.

McFadyen, John Edgar, D.D.

Jeremiah in modern speech. D '19 Bost., Pilgrim Press, 14 Beacon St. \$2.25 n.

McKinley, Albert Edward

Illustrated topics for American history. Rev. and enl. ed. 216 p. il. maps facsms. Q c. '19 Phil., McKinley Pub., 1621 Ransstead St. loose leaf \$1.30 n.

MacNeill, Eoin

Phases of Irish history. 6+364 p. O St. Louis, Herder \$4.50 n.

Mann, W. L., M.D., and Folsom, S. A., M.D.

Foot care and shoe fitting. il. D Phil., Blakiston \$1.75

Mason, Sister Agnes

The way of beauty. 8+122 p. D N. Y., Longmans \$1.75 n.

Partial contents: Beauty in human experience; What beauty is in relation to God; Sins against beauty; Beauty gained thru limitations.

Massey, Beatrice Larned

It might have been worse; a motor trip from coast to coast. 146 p. O c. San Fran-

cisco, H. Wagner \$1.75 n.

Account of a transcontinental automobile trip from New York City to San Francisco.

Mercer, John Edward, Bp.

Some wonders of matter. 4+195 p. D '19 N. Y., Macmillan \$2 n.

Popular introduction to the study of the atom, electrons, radium, etc. Index.

Milligan, E. M., D.D.

Where are the dead? 96 p. D c. N. Y. and Chic., Revell 60 c. n.

Moeller, Philip

Sophie; a comedy; with a prologue for the reader by Carl Van Vechten. 20+246 p. D [c. '19] N. Y., A. A. Knopf bds. \$1.75 n.

Monaghan, James Patrick

A complete legal advertising form book, for lawyers, administrators, assignees, receivers, trustees, state, county, city and village officials. [Rev. ed.] 49+18 p. il. por. O [19] [Cin., Regal Ptg. Co., 1828 Western Ave.] \$1.50

Monday Club

Sermons on the International Sunday-school lessons for 1920. D '19 c. Bost., Pilgrim \$1.50 n.

Morgan, George Campbell, D.D.

The ministry of the World. 222 p. D (James Sprunt lectures) [c. '19] N. Y. and Chic., Revell \$1.50 n.

New York [City] Public Library

A list of works relating to lycanthropy; comp. by George F. Black. 7 p. O N. Y., N. Y. Pub. Lib. pap. 5 c. n.

Nietzsche, Friedrich Wilhelm

The antichrist; tr. from the German, with an introd. by H. L. Mencken. 182 p. D (Free lance books, 3) c. N. Y., A. A. Knopf bds. \$1.75 n.

New translation of this devastating criticism of revealed religion.

Lothrop, S. K.

The discovery of gold in the graves of Chiriqui, Panama. 27-36. il. pls. S. (Indian notes and monographs v. 6, no. 2) N. Y., Mus. of the Am. Indian, Heye Foundation pap. 20 c.

Lyman, George Hinckley

The story of the Massachusetts committee on public safety, February 10, 1917—November 21, 1918. 11+600 p. pls. O [19] [Bost., G. H. Lyman, 351 Commonwealth Ave.] (priv. pr.)

McBride, Russell Smith, and Selvig, Walter A.

Coking of Illinois coal in Koppers type oven; an operating test at the St. Paul plant of Minnesota By-Product Coke Co. 51 p. tabs. diagrs. 2 pls. Q (U. S. Bu. of Standards technologic pap. 137) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

McCaskey, H. D., and Burchard, Ernest Francis

Our mineral supplies. 278 p. (57 p. bibl.) charts (1 fold.) tabs. O (U. S. Geol. Survey bull. 666) '19 Wash., D. C., Gov. Pr. Off. pap.

Manning, Vannoy Hartrog

Experiment stations of the Bureau of mines. 106 p. il. pls. plan O (U. S. Bu. of Mines bull. 175) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc 25 c.

Merica, Paul Dyer, and Karr, Corydon Powell

Some tests of light aluminum casting alloys—the effect of heat treatment. 31 p. il. pls. diagr. Q (U. S. Bu. of Standards technologic pap. 139) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

National American Woman Suffrage Association

Anna Howard Shaw; a memorial. 26 p. mount. por. O [n. d.] N. Y. [Nat. Woman Suffrage Pub. Co., 171 Madison Ave.] pap.

National Association of Bureau of Animal Industry Veterinarians.

Activities of Bureau of animal industry veterinarians in building up the nation's ten-billion dollar live-stock industry; including timely facts and figures of public interest. 40 p. S '19 Wash., D. C., Gov. Pr. Off.

National Industrial Conference Board

Changes in the cost of living, July, 1914—November 1919. 7+24 p. chart tabs. O (Research report, 25) c. '19 Bost., Nat. Industrial Conference Bd., 15 Beacon St. pap. 75 c.

Conciliation and arbitration in New Zealand. 7+46 p. tabs. O (Research report, 23) c. '19 Bost., Nat. Industrial Conference Bd. pap. \$1.

O'Brien, Rev. William D.

Life of the Blessed Virgin in pictures. 128 p. il. Q '19 c. Chic., Extension Press \$1.50 n.

Ogilvie, Paul Morgan

International waterways; 1, The evolution of the principle of international waterways; 2, A reference-manual to the treaties, conventions, laws and other fundamental acts governing the international use of inland waterways. 424 p. (6 p. bibl.) O c. N. Y., Macmillan \$3 n.

Includes a historical survey of the inception and development of maritime enterprise indicating the inherent advantages of aquatic over terrestrial transportation. Index.

Orczy, Emmuska [Mrs. Montagu Barstow] Baroness

His Majesty's well-beloved; an episode in the life of Mr. Thomas Betterton as told by his friend, John Honeywood. 318 p. D [c. '19] N. Y., Doran \$1.75 n.

Story centering about the famous actor, Thomas Betterton.

Oyen, Henry, i. e. Olaf Henry

The plunderer. 295 p. D [c. '20] N. Y., Doran \$1.75 n.

Story of adventure in the Florida swamps and of a fight against a ruthless band of land swindlers.

Parris, Randall

The mystery of the silver dagger. 273 p. D [c. '20] N. Y., Doran \$1.75 n.

Mystery story dealing with the discovery of a blood-stained dagger.

Pattee, Alida Frances

Practical dietetics with reference to diet in health and disease. 12th ed. 550 p. D Mount Vernon, N. Y., A. F. Pattee, 134 S. 1st Ave. \$2.25

Patten, John A.

The decoration of the cross. D '19 Bost., Pilgrim \$1

Pedler, Margaret

The hermit of Far End. 347 p. D N. Y., Doran \$1.75 n.

Romance of a man who lives alone in a walled-in house on the cliffs paying in silence for another's sin.

Perry, Alfred Morris

The sources of Luke's passion narrative.

198 p. O (Historical and linguistic studies in literature related to the New Testament) Chic., Univ. of Chic. pap. 75 c. n.

Phelps, Edith M., comp.

Selected articles on the American merchant marine. 2d and enl. ed. 37+344 p. (18 p. bibl.) D (Debaters' handbook ser.) N. Y., H. W. Wilson Co. \$1.50 n.

Phillpotts, Eden

Evander. 199 p. D '19 N. Y., Macmillan \$2 n.

Satire on temperament, marriage and stilted religion, set in imaginary classical times.

Puckett, G. A.

Ten kittens; il. by Helen Walley. 73 p. pls. D [c. '19] Kansas City, Mo., Burton Pub. \$1

Stories for little children.

Richter, Canon J. S.

Sunday school sermonettes; a three years' course of brief and practical instructions on Catholic doctrine and practice. 426 p. O c. '19 N. Y., Joseph F. Wagner, 23 Barclay St. \$2

Robinson, William F.

The undying tragedy of the world. 7+210 p. D '19 St. Louis, Herder \$1.50 n.

Sadler, Michael

The anchor; a love story. 277 p. D N. Y., McBride \$1.75 n.

Story of a young man's adventures in love and self-discovery.

Shannon, Frederick Franklin

God's faith in man, and other sermons. 186 p. D [c. '19] N. Y. and Chic., Revell \$1.25 n.

Shaw Bureau of Business Standards

More sales through advertising; putting advertising on a profitable basis—fixing appropriations and planning campaigns—linking advertising with selling—getting better dealer cooperation. 12+196 p. il. pls. diags. forms O (Shaw selling ser.) [c. '19] Chic., A. W. Shaw Co. \$3.50 n.

Organizing for increased sales; keeping the sales volume up—securing the most effective results from reports, quotas, contests, and

Ordo divini officii persolvendi missaeque sacrificii peragendi in provincia Dubuquensi, pro anno 1920. 122 p. D St. Louis, Herder 65 c. n.; cheap ed. pap. 35 c. n.

Ordo divini officii persolvendi missaeque sacrificii peragendi in provinciis S. Ludovici, Chicagiensi, Milwarkiensi, S. Fidei, pro anno 1920. 130 p. D St. Louis, Herder 65 c. n.; cheap ed. pap. 35 c. n.

Pearson, Frank Ashmore

Seasonal cost of silk production. 18 p. O (Agric. Exper. Station bull. 224) '19 Urbana, Ill., Univ. of Ill. pap. gratis.

Phillips, Stanley A., ed.

Power wagon reference book, 1920; a handbook of practical information for makers, sellers and owners of motor-driven vehicles for commercial and agricultural purposes. 610 p. il. forms diags. tabs. F

[c. '20] Chic., Power Wagon Pub., 544 Lake Shore Drive \$5 n.

Pollard, Edward Bagby

Jesus Christ the person. 15 p. D '19 c. Phil., Am. Bapt. pap.

Saville, Marshall Howard

Archeological specimens from New England. 10 p. il. S (Indian notes and monographs v. 5. No. 1) N. Y., Mus. of the Am. Indian, Heye Foundation. pap. 15 c.

Schaeffer, Jacob Parsons

The nose, paranasal sinuses, nasolacrimal passages, and olfactory organ in man; a genetic, developmental, and anatomico-physiological consideration; with 204 il. of which 18 are printed in col. 22+370 p. front. Q [c. '19] Phil., Blakiston \$10.

conventions—getting the product to the consumer. 205 p. il. pl. diagrs. (3 fold.) forms O Shaw selling ser.) [c. '19] Chic., A. W. Shaw Co. \$3.50 n.

Sidgwick, Cecily Ullmann [Mrs. Alfred Sidgwick]

Iron cousins. 316 p. [c. '19] N. Y., Watt \$1.75 n.

Story portraying German character and dealing especially with a well-bred English girl who was a governess in a German family just before the war.

Smith, Gordon Smith

The pagan. 364 p. D c. N. Y., Scribner bds. \$1.75 n.

Short novel of pre-war France together with a number of short stories. *Partial contents:* The pagan; Tropic madness; Every move; A young man's fancy.

Snow, Clyde Mason

Essentials of pharmacy, with questions and answers. 734 p. O '19 St. Louis, Mosby \$5.50

Sousa, John Philip

The transit of Venus; il. by Helen Bell. 250 p. front. D [c. '20] Bost., Small, Maynard \$1.60 n.

Romance by the famous musical conductor.

Stone, Lee Alexander, M. D.

An open talk with fathers and mothers. D c. Kansas City, Mo., Burton Pub. bds. \$1.50.

The woman of the streets. 119 p. il. D '19 c. Kansas City, Mo., Burton Pub. \$1.50.

Sullivan, William Lawrence

From the gospel to the creeds. 212 p. (Beacon course in religious education) '19 c. Bost., Beacon Press. \$1 n.

Tank Major, pseud.

Tank tales. il. D '19 N. Y., Funk & W. \$1.25 n.

Taylor, C. Tousey

Which? Impulse, instinct or intuition; applied psychology, geometry and astronomy. 165 p. il. (1 col.) S '19 c. Seattle, Wash., King & Hallver, 112 Cherry St. \$2.

Thompson, Frank

The transgressor; a novel. Bost., Badger. \$1.75 n.

Thomson, W. R.

The burden of the Lord; study of Jeremiah's life. D '19 Bost., Pilgrim. \$2.25 n.

Christian idea of God. D '19 Bost., Pilgrim. \$2.25 n.

Tout, Thomas Frederick

Chapters in the administrative history of mediaeval England; the wardrobe, the chamber and the small seals. 2 v. 24+317; 16+364 p. O (Pubs. of the Univ. of Manchester, historical ser., no. 34-35) N. Y., Longmans ea. \$7 n.

Treitschke, Heinrich Gotthard von

History of Germany in the nineteenth century; tr. by Eden and Cedar Paul; with an introd. by William Harbutt Dawson. v. 7. 14+631 p. O '19 N. Y., McBride. \$3.50 n.

Final volume of Treitschke's history covering the years 1840-1848.

Trudel, Rev. P.

A dictionary of canon law. 242 p. D '19 St. Louis, Herder. \$1.50 n.

Turner, J. E.

An examination of William James's philosophy; a critical essay for the general reader. 7+76 p. D '19 N. Y., Longmans \$1.50 n.

U. S. Bureau of Education. Library

List of reference on teachers' salaries. O (Library leaflet 8) Wash., D. C., Gov. Pr. Off.

List of references on the project method in education. O (Library leaflet 9) '19, Wash., D. C., Gov. Pr. Off.

U. S. Federal Board for Vocational Education

Bibliography; books for students and instructors in United States army hospitals. Trial ed. 50 p. O (Rehabilitation monograph. Joint ser. 66) ['19] Wash., D. C., Gov. Pr. Off.

Skinner, Alanson Buck

An ancient Algonkian fishing village of Cayuga. New York. 43-57 p. il. pls. S (Indian notes and monographs v. 2, no. 2) [c. '19] N. Y., Mus. of the Am. Indian, Heye Foundation pap. 40 c.

The pre-Iroquoian Algonkian Indians of central and western New York. 37 p. il. S (Indian notes and monographs v. 2, no. 1) [c. '19] N. Y., Mus. of the Am. Indian, Heye Foundation pap. 40 c.

Sommerhauser, Rev. William B., comp.

Students' mass book and hymnal for the use of colleges and academies. 2d ed. 4+298 p. front. D St. Louis, Herder 50 c.

Spencer, John D.

Another miracle. 12 p. S '19 c. Macon, Ga., J. W. Burke Co. pap. 25 c.

Swanton, John Reed

A structural and lexical comparison of the Tunica, Chitimacha, and Atakapa languages. 56 p. O (Smithsonian Inst. Bu. of American ethnology, bull. 68) '19 Wash., D. C., Gov. Pr. Off. 30 c.

Tucker, John, jr., and Bragg, J. Glenn

Tests of eighteen concrete columns reinforced with cast iron. 38 p. il. pls. tab. diagrs. Q (U. S. Bu. of Standard. technologic pap. 122) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

U. S. Bureau of Medicine and Surgery

Nomenclature of diseases and injuries; list of grades and rates and general instructions for blank forms. 62 p. O '19 Wash., D. C., Gov. Pr. Off.

U. S. Coast and Geodetic Survey

Coast pilot notes on Hawaiian Islands. 2d ed. 60 p. O '19 Wash., D. C., Gov. Pr. Off.

U. S. Federal Board for Vocational Education

The agricultural and industrial community for arrested cases of tuberculosis and their families; a study. 46 p. O (Reeducation ser. 6) '19 Wash., D. C., Gov. Pr. Off.

Baking; for disabled soldiers, sailors and marines; to aid them in choosing a vocation. 11 p. O (Opportunity monograph. Vocational rehabilitation ser. 43) '19 Wash., D. C., Gov. Pr. Off.

U. S. Library of Congress

American and English genealogies in the Library of Congress. 4+1332 p. Q '19 Wash., D. C., Gov. Pr. Off.

Villiers, Frederic

Days of glory; the sketch book of a veteran correspondent at the front; with an introd. by Philip Gibbs. 213 p. Q [c. '20] N. Y., Doran bds. \$5 n.

Drawings of the Western front, each picture accompanied by explanatory text.

Warren, E. P.

Alcmaeon; Hypermetra; Caeneus. 109 p. D '19 [N. Y., Longmans] bds. \$1.50 n.
Greek legends.

Weaver, Lawrence

Small country houses of today. Second series. 222 p. N. Y., Scribner. \$12

Wedel, Theodore Otto

The mediaeval attitude toward astrology, particularly in England. 189 p. O (Yale studies in English) c. New Haven, Ct., Yale Univ. pap. \$2.50 n.

Welles, Winifred

The hesitant heart. [verse]. 56 p. D '19 c. N. Y., Huebsch bds. \$1 n.

Widdemer, Margaret [Mrs. Robert Haven Schauffler], comp.

The haunted hour; an anthology. 12+237 p. D c. N. Y., Harcourt, B. & H. \$1.75 n.

Anthology of poems relating to the return of spirits to earth.

Williams-Ellis, Maj. Clough, and Williams-Ellis, A.

The Tank corps; with an introd. by H. J. Elles. 421 p. pls. pors. diagrs. fold. map. O [c. '19] N. Y., Doran. \$5 n.

Account of the part the tank played in the recent war.

Wilson, Edwin Bidwell

Aeronautics; a class text. 7+265 p. figs. O. N. Y., Wiley. \$4 n.

Wilson, May [Anison North, pseud.]

The forging of the pikes; a romance of the upper Canadian rebellion of 1837. 319 p. D [c. '20] N. Y., Doran \$1.90 n.

Romance based on old political struggles in upper Canada over eighty years ago.

Wood, Eric

The boys' book of redskins. il. D N. Y., Funk & W. \$1.50 n.

Woodhouse, Thomas, and Kilgour, P.

Cordage and cordage hemp and fibres. 10+113 p. il. D. (Pitman's common commodities and industries) [n. d.] N. Y., Pitman. \$1.

Commercial education; organization and administration. 67 p. O (Commercial ser. 3) '19 Wash., D. C., Gov. Pr. Off.

U. S. General Staff. War Plans Division. Historical Branch.

A handbook of economic agencies of the war of 1917. 539 p. O (Monograph 3) '19 Wash., D. C., Gov. Pr. Off.

U. S. Geological Survey

Map of state of Arizona. In 2 sheets ea. 47 x 28 inches. (8 m.=1"). Wash., D. C., Off. of Survey pap. 35 c.

Topographical map of the United States. In sheets 16 x 20 inches. Wash., D. C., Off. of Survey pap. ea. 10 c. Contents: COLORADO-WYOMING: Home sheet (Larimer and Jackson Cos.) (2 m.=1").

NEW MEXICO: Pratt sheet (Grand Co.) (1 m.=1"). TEXAS: Beaver Creek sheet (Wichita and Wilbarger Cos.) (1/2 m.=1"); Clodine sheet (Harris Co.) (1/2 m.=1"); Crosby sheet (Harris Co.) (1/2 m.=1"); Fowlkes sheet (Wichita Co.) (1/2 m.=1"); Morgan Point sheet (Harris Co.) (1/2 m.=1").

VIRGINIA: Ivor sheet (Isle of Wight and Southampton Cos.) (1 m.=1").

U. S. Tariff Commission

Information concerning manganese ore. 28 p. tabs. O '19 Wash., D. C., Gov. Pr. Off.

U. S. Training Service

Training in the men's suit and overcoat industry; an outline of the organization and conduct of training for cutters, pressers, machine operators, and hand sewers in the industry. 83 p. (8 p. bibl.) diagrs. O (Training bull. 16) '19 Wash., D. C., Gov. Pr. Off.

U. S. Treasury Department. War Loan Organization. Savings Division.

Outline suggested for teaching thrift in elementary schools. 23 p. '19 Wash., D. C., Gov. Pr. Off.

U. S. War Department. Committee on Education and Special Training.

Surveying with sections on map reading, military sketching and topographic drawing. 219 p. il. plans

chart diagrs. forms Q '19 Wash., D. C., Gov. Pr. Off.

Vogt, Volrath i. e. Henrik Ludwig Volrath

Bible history and brief outline of church history; from the Norwegian by N. C. Brun. Rev. ed. 109 p. D Minneapolis, Minn., Augsburg Pub. Ho. 30 c.

Wade, Martin Joseph

Shall we have a school of Americanism? an address delivered before the Rotary Club of Council Bluffs, Iowa. 9 p. O '19 Wash., D. C., Gov. Pr. Off. pap.

Weaver, Eli Witwer

The occupational readjustment service of the united Y. M. C. A. schools; methods and studies. 24 p. forms Q '19 N. Y., Y. M. C. A., Internat. Committee, Educational Council, 347 Madison Ave. \$1.

Wellcome (The) photographic exposure record and diary, 1920. N. Y., Burroughs Wellcome & Co. 75 c.

Wells, Flora Eleanor, comp.

A sheaf of Baylor verse. no paging. O '19 Waco, Tex., Baylor Univ. Press. pap. gratis.

Where the rolling foothills rise; comprising scenes in color and duotone, on and near the Stanford campus, with a poem by David Starr Jordan and a historical sketch by Orrin Leslie Elliott. 40 p. mount pls. (part col.) Q [c. '19] [Stanford Univ., Cal.] Stanford Bookstore bds. \$1.50 n.

Wilcox, Delos Franklin and others

The transit problems of New York City; an analysis of the difficulties in the way of the continuation of the policy of private ownership and operation, and of the obstacles to be removed in preparation for successful public ownership and operation 28 p. Q '19 [Elmhurst, L. I., Delos F. Wilcox, 73 Gleane St.] pap. gratis.

Wroughton, Oliver Loraine

Spiritual communion; reprinted from the book "Spiritual science." 153-196 p. T [c. '19] [St. Louis] State Spiritualists' Assn. of Mo. 50 c.

Yale, Charles G.

Gold, silver, copper, lead and zinc in California and Oregon in 1918; mines report. 405-459 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S. -pt. 1, no. 17) Wash., D. C., Gov. Pr. Off. pap.

RARE BOOKS, AUTOGRAPHS AND PRINTS

Charles Fred Heartman, of this city, held his hundredth sale on March 18.

Who are the successors to "G. D. S." in the rare book market? Perhaps an analysis of the purchasers at the Forman and Wallace sales may throw some light upon the query.

Books on China and pottery, autograph letters and New York views, the property of Charles Billows, of Brooklyn, will be sold at the American Art Galleries on March 29.

The sale of the Wallace library on March 22, 23, 24, 25, at the American Art Galleries will be followed by the sale of a notable collection of etchings and engravings by the same consigner at the same place on March 26.

Both the American Art Association and the Anderson Galleries have important sales for this season which have not yet been announced. If the present market conditions hold good, the indications are for an active and late season in both New York and London.

Selections from the library of Wilton House, the property of the Earl of Pembroke, comprising rare Americana, English literature of the Tudor and Stuart periods; devotional and controversial works by English and Scotch writers and divines were sold at Sotheby's, London, March 15, 16 and 17.

Since the first Jones sale, which took place early last season, there has been no more interesting period than next week furnishes. Will the present high prices stand the avalanche of rare books now being thrown upon the market? Without the support of "G. D. S." the question becomes a mighty interesting one.

The Benton collection of autograph letters, by American and foreign celebrities in politics, history, literature and the drama, sold at the American Art Galleries, March 12 and 13, brought \$10,334.50. The finest items brought fair prices, but the luck of the collection went very low, and dealers lucky enough to be present picked up many bargains.

Part II. of the library of the late George Pepperdine, of Springfield, Mo., consisting of a great variety of books in biography, drama, art psychology, criticism, poetry, history, travel and philosophy, mainly published during the last twenty years, and generally as new, will be sold at the Anderson Galleries on March 23 and 24. There are practically no rarities but all will make desirable stock for the average book seller.

The print collection of Mrs. Ellen R. Jenkins, of Baltimore, Mo., will be sold at the American Art Galleries, on April 7 and 8. It contains examples of the more important prints of Dürer, Rembrandt, Schongauer, Claude Lorain, Whistler, Zorn, Haden, Cameron, Fitton, Brangwyn, Meryon, Millet, Haig, Cousins, Ward, all of which are exceptionally fine impressions, and in perfect condition. A number of the prints are of great rarity. It is one of the most notable collections of its kind to appear in the auction room this season as its importance lies not alone in the names of the great masters of the last six centuries, but in the carefully selected subjects.

A Kelmscott Chaucer, bound by Sangorski and Sutcliffe, the famous London binders, the binding of which cost \$5,000, will shortly reach New York for an American collection. The folio volume is bound in brown levant morocco and in its decoration are used 700 pieces of inlaid leather, 109 garnets, 27 rubies, 15 amethysts, 7 pieces of mother-of-pearl, 2 lapsis lazuli, and one sapphire. The front cover is a blaze of color in which the red and white of Chaucer's coat-of-arms supply the dominant note and the chief color of the back ground is green. The same firm, it is said, has several other gorgeous bindings in their workshop which will when finished find their way to America.

An extraordinary volume of Shakespeareana, the property of Richard Francis Burton, of Longner Hall, Shrewsbury, Engl., where it is believed to have been preserved for 200 years, will be sold at Sotheby's, on March 23. Shakespeare's "Passionate Pilgrim and Sonnets," 1599, made up of two issues, one of which is hitherto unknown; "Lucrece," 1600, third edition, only one other perfect copy now in the Bodleian Library; Middleton's "Ghost of Lucrece," 1600, a continuation and imitation of Shakespeare's "Lucrece" written in the same metre, the only known copy; Esquier's "Emaricdulfe," 1595, only one other copy known; Shakespeare's "Venus and Adonis," 1599, apparently the extremely rare fifth edition which has hitherto been known to exist in only one other copy; all bound together in contemporary vellum covers, measuring 5 by 3 1/8 inches, and making a volume of surpassing interest comparable only to the "Venus and Adonis" volume, sold in December, in the selections from the Britwell Court Library.

On March 8 and 9, a collection of early Americana, including western items, Eastern travel, local histories and genealogies from the library of a "well known historian and antiquarian" were sold at the Anderson Galleries. On March 11 and 12 early French literature, mostly French drama, from the Bridgewater Library, and early English literature and Americana, duplicates and selections from the

RARE BOOKS, AUTOGRAPHS AND PRINTS

library of Henry E. Huntington were sold at the same galleries. On March 11 rare American state and town histories, bibliographies, railroadcena, and English literature from the private library of the late Josiah Henry Benton, one time president of the Board of Trustees of the Boston Public Library, was sold at the American Art Galleries. The rarest items brought fair prices. But many desirable books, especially suitable for booksellers stock sold at very moderate prices. The wide awake bookseller, who has the opportunity, should watch the auctions closely during the remainder of the season.

The Buxton Forman Sale

An indication of the success of the Anderson Galleries' sale of the library of H. Buxton Forman is shown by the record on the Shelley items, the whole sale not having been completed at the time this issue goes to press. As H. Buxton Forman was the greatest of English authorities on Shelley, and his collection had become famous in the world of collectors, the items that fell into this group were naturally most sharply sought for. There were one hundred and forty-three items in all in the Shelley group, and they brought \$60,693. The record item was the complete original manuscript of "Julian and Maddalo," which was bought by Ernest Dressel North after a sharp competition with Dr. Rosenbach, at \$16,250. Next in the competition came the "Posthumous Fragments," published in Oxford in 1810, which brought \$6750, and the same bidder bought the Queen Mab of 1813 at \$6000. Harriet Shelley's last letter went to thirteen hundred dollars, and the best Shelley letter, seven hundred and fifty dollars. As an indication of how widely scattered was the successful bidding, the following list is worthy of attention:

Dr. Rosenbach bought	....	25 items at \$30,274
Ernest Dressel North	....	3 " " 17,800
Dr. Carleton (George D. Smith business)	....	40 " " 6,161
Brick Row Bookshop	....	44 " " 2,141
Walter M. Hill	....	8 " " 1,916
Gabriel Wells	....	2 " " 760
E. P. Dutton & Co.	....	3 " " 630
Mrs. Hopkins (private buyer)	....	3 " " 200
James F. Drake	....	4 " " 190
A. Edward Newton (private buyer)	....	2 " " 97
On Order	....	9 " " 623

143 items at \$60,693

A Popular Author

An amusing local sale catalogue which contains numerous misprints, gravely advertises "lot 195: 30 vols, by Tome, entitled *Revue des Deux Mondes*"!

Auction Calander

Thursday and Friday afternoons, March 11 and 12. Early French Literature mostly French drama from the Bridgwater Library; Early English Literature and Americana; Duplicates and Selections from the library of Henry S. Huntington. [part 12] The Anderson Galleries.

Catalogs Received

Ancient Herbals and *materia medica*, oldtime agriculture and gardening, old work on sundials. (No. 48, 960 items.) Dulau and Co., Ltd. 34-6 Margaret Street, Oxford Circus, London, W. I.
Americana (No. 51, 424 items.) A. C. McClurg and Co., 218-224 Wabash Ave., Chicago.
Presentation Copies and Association Books (No. 83, 215 items) Walter W. Hill, 228, Washington St., Chicago.
Rare Books (List 48, 90 items.) Robert Cecil Macmahon, 78 West 55th Street New York.

FRENCH 18th CENTURY ILLUSTRATED BOOKS

Early American Travels and Views
 Fine and Rare Engravings
 Drawings—Pictures—Miniatures
A. BERTHEL Galleries, London, W. C.
 39-41 New Oxford Street.
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SCIENCE AND HEALTH

Any editions prior to 1902. First or early editions of any books on Christian Science, especially Science and Health, 1875, 1878, and early eighties.

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62 West 45th Street, New York

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In Zones 6, 7, and 8 and Canada.....	\$6.50
To foreign countries.....	\$7.00
Single copies, 15 cents. Educational Number, in leatherette, 60 cents, Christmas Bookshelf, 25 cents.	

Advertising Rates

Front section (full pages only).....	\$50 00
Back Section—	
One page	40 00
Half page	25 00
Quarter page	12 50
Eighth page	6 50
One-sixteenth page	3 50

The above rates are for unspecified positions. Special rates for preferred positions.

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The Purpose of the American Booksellers' Association

The purpose of this Association shall be to stimulate and render more efficient the retail selling of books in the United States; to increase the value of the bookstore to the community; to work for more and better trained booksellers; to create and foster a permanent feeling of friendship and fraternity between the publishers, wholesalers and retailers of books thruout the United States; to promote friendliness of spirit between competitors, to prevent trade antagonisms; and thru united effort promoted by good fellowship and mutual respect, to strive for aims and purposes which may be for our mutual welfare and for the better service of the public.

MEMBERSHIP

All persons or concerns who engage in the retail or wholesale sale of books, or the employees of such persons or concerns, editors, advertising managers and their representatives shall be eligible to membership.

DUES

The annual membership dues shall be ten dollars per year for any concern doing an annual book business of \$20,000 gross or over.

The annual membership dues shall be five dollars per year for any concern doing an annual book business of less than \$20,000 gross, or for any employee of any concern which is a member.

MEETINGS

The annual meeting of the Association shall be held each spring at a time and place selected by the previous convention, or failing such selection, by the Executive Committee. In 1920 at Philadelphia, May 11 to 14.

62 West 45th Street, New York.

FREDERIC G. MELCHER, Secretary,

THE WEEKLY BOOK EXCHANGE

Books Wanted and For Sale

BOOKS WANTED

Adam, Meldrum & Anderson Co., Buffalo, N. Y.
Questioned Documents, Osbourne.
Encyclopaedia Britannica, 11th edition, thin paper, imported.

"Adkins" care of Publishers' Weekly

American book auction catalogues, will buy in large quantities if issued before 1895, also later ones. Have some for exchange.

Allen Book and Printing Co., 454 Fulton St., Troy, N. Y.

Horizons, Francis Hackett, Huebsch.
Munsterberg, On the Witness Stand.
C. S. Holmes, Notes on the Science of Picture Making.
Altsheler, Guthrie of the Times.
Baedeker, Russia.
B. Pares, Russia and Reform.

W. H. Allen, 3417 Walnut St., Philadelphia.

Casual Essays from the Sun.
Cattermole, Famous Frontiersmen, Chicago, 1883.
Cheney, Mrs. E. D., Reminiscences, 1902.
Clemens, first editions, except Huck Finn.
Dewey, Decimal Classification, 2nd & 3rd ed.
Hamlin, Cyrus, My Life and Times, 1893.
Hudson, History of American Journalism.
Holineux, R. B., Anything.
Reed, Thomas B., Modern Eloquence, 10 vols.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Delitzsch's Commentary on Isaiah, Hebrew text, new or second-hand.

The American News Company, Inc., 9 Park Place, New York

Gunter, Tangled Flags, cloth.
Gunter, Mr. James of New York, cloth.
Gunter, City of Mystery, cloth.

SPECIAL NOTICE.

After April 1st the charge for inserting lists under "Books Wanted," as well as for other classified advertising, will be 15 cents a line to subscribers. Under "Books Wanted" and "Books for Sale" the name and address will be free. To non-subscribers all classified advertising will be 20 cents a line, including name and address.

THE PUBLISHERS' WEEKLY.

Amherst Book Store, Amherst, Mass.

Jurgen, Cabell.

The Arcade Bookstore, 137 Superior Arcade, Cleveland.

History and Biography of U. S. A., Alexander H. Stephens, edit. Louis Pendleton, pub. Phila. 1908.
Alexander H. Stephens, Letters and Speeches, Henry Cleveland, National Pub. Co., 1866.
The God Pan.
Spirit Intercourse, J. Hevat Mackeye.

William M. Bains, 1213 Market St., Philadelphia.
Brothers Photography.

H. E. Barker, 405 E. Adams St., Springfield, Ill.
Herndon, Lincoln, sets or odd vols.
Pamphlet Lives of Lincoln, any author.
Sketches of a Journey, etc., John Reynolds.
John Wakefield, History of the War Between the U. S. and Sax and Fox Tribes of Indians.
Rev. James Smith, The Christians Defense.

C. T. Barthell, 336 So. State St., Ann Arbor, Mich.
Woodruff, Cases Domestic Relations.
Gould & Pyle, Anomalies & Curio, of Med.
Burdick, Cases Public Service Corporations.
Whitten, Valuation of Public Service Corporations.
Oppenheim, Nervous Diseases, 2 vols.
P. Stewart, Diag. in Nervous Diseases.
Bohm, Davidoff-Huber, Histology.
Cabell, Jurgend.
Davis, Applied Anatomy, 10 copies.
Piersoll Anatomy, single, double or odd vols.
Bernstein, Skin.
Dearnborn, Skin.
Nash, Therapeutic Leaders.

N. J. Bartlett & Co., 28 Cornhill, Boston

Odd Glass and How to Collect It, Lewis.
The Old China Book, Moore.
Smith and Legros, Eng. French Dict.

The Beacon Book Shop, 64 W. 40th St., New York
Religion and Life, Meadville Chapel Addresses.

Bender's Book Store, 84 Fourth Ave., New York

Lathan, In English Homes, any.
Moore, Wedgewood, Collectors Handbook series.
Embury, Country Houses, Doubleday.
Rhodes, Art of Lithography.
Wickhoff, Roman Art and Some of Its Principles.
Pater, Renaissance.
Halsey, Pictures of Early N. Y. Dodd. Japan paper or reg.
Roberts, Printers Marks, London, 1893.
Strange, English Furniture, or French.
Vignola, Bates & Guild, Boston.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York

Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Liebers Stanadrd Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

Beverly Book Company, Inc., Staunton, Va.

Offices of Family Devotion, by Rev. W. E. Wyatt, N. Y. Stanford & Swords, 1850, new or good second-hand.

W. Beyer, 27 Fulton St., New York

Wallace, Darwinism.
Pennell, Great New York.
Pennell, Little Book of London.
Mineral Industry 1916.

James D. Blake, 1033 Mills Bldg., San Francisco
Stephen & Lee, Dictionary of National Biography.
Complete work of De Maupassant.
Rawlinson, Great Religions.

The Bobbs-Merrill Co., 185 Madison Ave., New York
The Gay Adventure, Richard Bird.

The Bookfellows, 5320 Kimbark Ave., Chicago, Ill.
Heffer, Oliver Madox, The Book of Witches.
O'Callahan, New York Anthology.

The Book House, 17 North State, Chicago

Art, Clive Bell, Stokes.
Quilts, Webster, Doubleday.
Method of Darwin, Cramer.
Russian Novel, Vogue, Doran.
Sword Blades and Poppy Seeds, first edition.

Boston Bird House and Bird Book Co., 160 Boylston St., Boston.

Birds, Eastern North American, Maynard.
Land Birds and Game Birds of New England, Minot.

BOOKS WANTED—Continued

Boston Book Company, 83-91 Francis St., Boston, 17, Mass.

Borgeaud, Adoption and Amendemnt of Constitution in Europe and America, trans. by Hazen, 1895.
Bowen, Documents of Constitution of England and America, Cambridge, 1854.
Bullitt, Review of Constitution of U. S., Cincinnati, 1899.
Calhoun, Disquisition on Government and Constitution of U. S., Columbia, S. C., 1851.
Cooley, Lectures Constitutional History of U. S., New York, 1889.
Ford, Essays on Constitution of U. S., Historical Ptg. Club, Brooklyn, 1892.
Ford, Pamphlets on Constitution of U. S., Brooklyn, 1888.
Guthrie, Lectures on 14th Amendment, Boston, 1898.
Hart, Introduction to Study of Federal Government, Boston.
Hill, Liberty Documents, New York, 1901.
Hurd, Theory of our National Existence, Boston, 1881.
Jameson, Essays on Constitutional History of U. S., Boston, 1889.
Kerr, Origin and Development of U. S. Senate, Ithaca, N. Y., 1895.
Marshall, Writing on Federal Constitution, Boston, 1839.
Powell, Nullification and Secession in U. S., New York, 1897.
Richardson, Journal of Federal Constitution, 1787 analyzed, San Francisco, 1899.
Stevens, Sources of Constitution of U. S. considered in relation to Colonial and English History, New York, 1894.
Towle, History and Analysis of Constitution of U. S., 2nd ed., Boston, 1861.
Warfield, Kentucky Resolution of 1798, New York, 1887.
Woodburn, Making of the Constitution, Chicago, 1898.

Leroy S. Boyd, 15 17th St., N. E., Washington, D. C.
Anything relating to Knights of Pythias.

Boyveau & Chevillet, 22 rue de la Banque, Paris 2e.
Clarke, Data of Geochemistry.
Mineral Industry, vols. 26, 27, 28.

Brentano's, Fifth Ave. & 27th St., New York.

Pilgrim's Progress, Cruikshank Illustrations.
Lady Wilde's Works:
Ancient Cures Charms, and Usages of Ireland.
Ancient Legends of Ireland.
Driftwood from Scandinavia.
Notes on Men, Women and Books.
Social Studies.
Badminton Library, Riding.
Dwyer's Seats and Saddles.
Boswell's Life of Johnson, 6 vols., Hill.
The Writings of Lincoln, 8 vols.
Mysteries of Paris, 5 vols.
Autobiography of Augustine Hare.
Hobson's Porcelain, 2 vols.
Bret Harte, Large Paper Edition.
Legend of Camelot.
William Morris, First Editions.
William Morris, Autograph.
Walt Whitman Autograph.
Kendall, Santa Fe Expedition, 1840, or about.
Coggeshall's History of American Privateers.
Early Venetian Printers, Scribner's Reprint.
Under the Hill, Beardsley.
If, Yes and Perhaps, Hall.
Gray Stocking and Other Plays, Baring.
Life of Lord Randolph Churchill, Churchill.
Hunted Woman, Curwood.
Wolf Hunters, Curwood.
Great Lakes, Curwood.
History of English Prosody, Saintsbury.
Constitution of the United States, Duffield.
Philo Christus.
The Secret Museum of Naples, Italy.
Captain Kettle, Cutcliffe Hyne.
Trials of Commander Turk, Cutcliffe Hyne.
Admiral Trase, Cutcliffe Hyne.
Kate Meredith, Cutcliffe Hyne.
World Machine, Snyder.

Brentano's—Continued

Intrusion of Jimmy, Wodehouse.
Love Among the Chickens.
Little Nugget, Watt.
Thompson Street Poker Club, Carlton.
Principles of Labor Legislation, Commons.
Miss Balmaines Post, Croker.
Infatuation, Croker.
Any others by Croker.
Ionica, Wm. Cory.
Horse Hoeing Husbandry, Jettero.
Chemistry in Its Application to Agriculture & Physiology, Von Liebig.
Peggy O'Neil, Lewis.
Columba, Merimee.
Russian Road to China, Bates.
Russian People, Baring.
Last Letters from the Living Dead Man, Barker.
International Law, Woolsey.
Master of the World, Verne.
Neapolitan Lovers, Dumas.
In the Shadow of Islam, Vaka.
Renaissance, Millay.
Wife Out of Egypt, Lorimer.
Marigold's Garden, Warne.
Under My Window, Warne.
Little Ann, Warne.
Pied Piper of Hamelin, illus., Kate Greenaway.
The Girl and the Faun, de luxe ed.
The Caroline Islands, Christian.
Bible in India.
Stunpfs.
Laws of Life and Health, Bryce.
Infatuation, Croker.
Miss Balmaine's Past, Croker.
Lectures to My Students.
My Siberian Year, Czaplicka.
International Law, Snow.
Topics in American Diplomacy, Snow.
Catholic Mysticism, Thorold.
Alien Immigrants to England, Cunningham.
Baudelaire, Gautier.
Holyland, Kelman.
Farmer's Manual on Art of Husbandry, Butler.
Great God Pan, Machen.
Fall of Constantinople, Pears.
Elsie Venner, Winston Classics.
Book of the Cat, Bousall.
Chatterbox, any year.
String of Beads, Horlick.
Beethoven and His Nine Symphonies.
African Hunting and Adventure, Baldwin.
The Gold Regions of South Africa, Barnes.
Sardonic, Lyon.
Medical Economy in the Middle Ages, Fort.
St. Paul, Renan.
Guarding a Great City, McAdoo.
Useful Birds and Their Protection, Farbush.
Life Worth Living, Dixon.
Child of the Moat, Holborn.
My Day—Reminiscences, Pryor.
The Long Vacation.
What Science Knows of the Spiritual World, T. K.
Reality of Matter.
Making a Town McVey.
The Flame, Taber.
Romance of a Transport, Russell.
Chapters of an Adventurous Life, Church.
Fruits of Solitude (in 1 vol.).
Handicapped, Pottle.
Battle of the Wilderness, Schaff.
History of Iowa, Sabin.
Problems of Power, Fullerton.
Finding the Worth While in California, Saunders.
Indians of the Terraced House.
History of Lands and Their Owners in Galloway (vol. 1), MacKerlic.
Everyday Japan, Lloyd.
Fourth Crusade.
Lyrics, Fabbre.
Atlas and Textbook of Human Anatomy (vol. 1), Murray.
Hamilton Papers, H. M., 1904.
Thomas Jefferson, Life and Writings, Gorman (or Farnum).

The Brick Row Book Shop, Inc., 104 High St., New Haven, Connecticut.

Memoirs and Correspondence of Viscount Castlereagh, Second Marquis of Londonderry, 4 vols., London, 1848.

BOOKS WANTED—Continued

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Sonnets, Myrtle Reed.
Origin and Nature of the Emotions, by Crile.
Volsunga Saga, Morris, Camelot edition.
Odes from the Divan of Hafiz, Trans. by Le Gal-liene.
List of Early American Silversmiths and their marks, by H. French.
Sappho and Phaon, by Percy McKaye.
The America I Knew, Elizabeth Soulsby.
Elkhanah Settle: His Life and Works, Frank C. Brown.
Impressions of Japanese Art and the Allied Arts, Ralph A. Cram.
Common Sense of Political Economy, P. H. Wickstead.
Socialist Labor Unionism and Labor Union Socialism, W. E. Walling.
Primary Batteries, H. S. Carhart (latest edition).
The Dido Episode in the Aeneid, N. W. DeWitt.
Fusion of Stylistic Elements in Vergil's Georgics, Meta Glass.
Technique of Continued action in Roman comedy, C. C. Conrad.
Le Pendant Joué, Cyrano de Bergerac.
German Intrigues in Persia; the diary of a German agent, W. Griesinger.
The Classic point of view., Kenyon Cox.
Mechanical Factors of Digestion, Walter B. Cannon.
Market Situation in Boston.
Key to American Gall Insects, E. P. Felt.
Light from the Ancient East, A. Diesmann.
Telling Fortunes by mathematics—ancient science of numbers, L. Clement.
Report on cost of living for laborer's families by Bureau of Standards.
Memoir and letters from 1826-76 of Sir Robert Morier.
Report on cold storage of food, Massachusetts House No. 1733.
Report of Commissioner on cost of living, Massachusetts House No. 1733.
Textbook of histology and microscopic anatomy lea., Szymonowicz.

The Brooklyn Museum, Eastern Parkway, Brooklyn.
Architectural Record, vol. 1-9.

W. R. Browne, 776 Lexington Ave., New York.
Current History Magazine, vols. or nos., complete.
Montgomery, Dictionary of Political Phrases.

Bryant & Douglas Book & Stationery Co., Kansas City, Mo.

Stockwell, Net Worth and Balance Sheet.

The Cadmus Book Shop, 312 West 34th St., New York.

Phelps, Genealogy, 2 vols.
Linn, History of a Fragment of the Clan Linn, 1905.

Campion & Co., 1313 Walnut St., Philadelphia
Egypt, pub. A. & C. Black.
Ingalese, History and Power of Mind.
Short View on Great Questions, Smith.
Pottery, by Pallisier.
Bechford's Thoughts on Hunting.
John Verney, Vachell.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
Britannica, 11th ed., Large or Handy vol. ed.
Cabell, Jurgin.
Scott, Coast Pilot, 3 copies.
Collins, Novels, vols. 2, 12, 13, 16, 18, 20 (Collier's blue cloth).
Moody, Investor's Primer.
Int. Library of Tech., vol. 55.
Hitchcock, Synopsis of Fresh Water Rhisopds.
McCaslin, American Pattern Shop Practice.

Central Book Company, 93 Nassau St., New York.
Eggleston, A Rebel's Recollections.
Pollard's Lost Cause.
U. S. Supreme Court Reports, Lawyer's edition, vols. 52 to 62 inclusive.

George M. Chandler, 75 East Van Buren St.,
Swift's Works, 2 vols., Bohn Liby.

George M. Chandler—Continued

Seidlitz, Japanese Color Prints.
Ruskin's Works, 26 vols., St. Mark's ed.
Ross, (Denman), Theory of Pure Design.
Ross, Life of Beardsley.
Ricci, Louis XVI. Furniture.
Petronius Arbiter, Bohn ed.
Patterson, Man Eaters of Tsavo.
Muir, Letters to a Friend.
Muir, My First Summer in the Sierra, 1st ed., 1911.
Muir, (John), Stickeen, 1st ed.
Michelet, French Revolution.
McClintock, (J. H.), History of Arizona, 2 vol.
Mason, Life & Works of Gilbert Stuart.
Mackay, Extraordinary Popular Delusions, 3 vol. ed.
Lewis & Clark, Ed. by Coues, 4 vols.
Lewis & Clark, 2 vols., 1814.
Lawrence, (W. H.), Principles of Architectural Perspective.
Kipling, Outward Bound Ed., 26 vols.
Jackson's Eighteen Nineteens.
Hobson, Chinese Porcelain, 2 vols.
Hind, Etching & Engraving.
Herndon's Lincoln, 3 vols.
Dreiser, The Genius.
Audubon, Birds of America, 7 vols., 1840-44.
Allen, (F. W.), My Ships Aground, 1900.
Allen, (F. W.), Back to Arcady, 1905.
Allen, (F. W.), The Makers of Joys, 1907.
Allen, (F. W.), Brothers of Bagdad, 1916.
Delano, (A.), Voyages & Travels.
Koehler, Etching.
Hubbard's History of Music, vol. 11 only (Theory).
Yellow Book, 13 vols., complete.
Mencken, Dam, A Book of Calumny.
Adams, A Chapter in Erie.
Gogol, Revisor.
Henry, (W. A.), Feeds and Feeding.
Holme, Modern Etching & Engraving, 1902.
Illinois, Any Rare or Early Books on.

Chicago Medical Book Co., Congress & Honore Sts., Chicago.

Saunders' Atlas of Larynx or Mouth.
Holden's Landmarks.

The Arthur H. Clark Company, Caxton Building, Cleveland, O.

League of Nations Mag., vol. 1, vol. 2 no. 1-4, vol. 3 no. 7.
Monroe, (J.), The People, Sovereign, etc., ed. by S. L. Gouvesour, 1857.
Munn, (H. H.), Hist. of Declension of Republic with evidence of impending fall.
Scott O., Appeal to Methodist Episcopal Church, 1838.
Belles-Lettres Repository & Monthly Mag., vol. 2.
New York in the Revolution.
Peebles, Around the World, travels in China, Polynesia, etc.
Pennsylvania, any books, pamphlets or Mss. relating to.
Burke, (E. P.), Reminiscences in Georgia.
Gibson, (Wm.), Life and Speeches, by D. Bigger.
Colton, Western Tourist and Emigrants, Guide thru Ohio, etc., 1852.
Norris, Amer. Angler's Guide, 1864.
Utah, Mormons, Books, Pamphlets & Mss. on.
Betagh, Voyage around the world, 1728.
Gladstone, Juventus Mundi; Gods and Men of Heroic Ages, 3 vols.
Gladstone, Studies on Homer and the Homeric Ages.
Greenhow, Hist. of Oregon, 1844.
Mariott-Watson, Hurricane Island.
Norris, Marietta's Marriage.
Russell, (W. C.), Wreck of Grosvenor.
Gosse, (P. H.), Letters from Alabama.
Gosse, (P. H.), Life, by son.
Dimsdale, Vigilantes of Montana.
Muir, (J.), Mountains of California.
Aldrich, Hist. of Yates Co., N. Y.
Poole's Index to Periodicals, vol. 5 (1897-1902).
Bees, any books or journals relating to.
Doyle, Lost World.
Wing, Hist. of Cumberland Co., Pa.
Strunk, Officers of Berks Co., Pa., 1752-1860.
Rupp, Hist. Northumberland, Huntingdon Co.'s, Pa., etc.
Rupp, Early hist. of Western Pa., 1846.
Pritts, Mirror of Olden Time Border Life.
Craig, Olden Time, Monthly Pubn., orig. edn.

BOOKS WANTED—Continued

The Arthur H. Clark Company—Continued

Montgomery, History of Berks Co., Pa.
 Maclay, Maclays of Lurgon, 1889.
 Futhey, Hist. 150th Anniv. Octorara Presby. Church.
 Chambers, Tribute, Irish-Scotch Settlers of Pa.
 Allegheny Co., Pa., Memoirs Personal & Genealogical, 2 vols.
 N. W. Mounted Police, Reports 1896, 1897, 1898.
 Cumberland & Adams Co., Pa., Hist. of.
 Bedford, Somerset, Fulton Cos., Pa., Hist. & Biog. Sketches, 1884.
 Loudon, Selection of Narr. of Outrages.
 Pennypacker, Penn., in Amer. Hist.
 Boone, Daniel, Life, by Twaites.
 Amer. Soc. Judicial Settlements Int. Disputes Int. Conference, no. 3 (1912) to date.
 Amer. Soc. Judicial Settlement of Int. Disputes (Periodical), Judicial Sett., Inter. Disputes, nos. 3, 7.
 League of Nations, vol. 1, no. 3.
 Wayne, Major-Gen. Anthony and Pa. Line in Continental Army by Stille.
 Hale, Trans-Allegheny Pioneers.
 Montana Hist., 1730-1885.
 McLaurin, Story of Johnstown Flood.
 Van Voorhis, Old and new Monogahela.
 Sporting Goods Dealer, from beg. to 1917.
 Wide World Mag. from beg. to 1918.
 Travel Mag., beg. to 1918.
 Lanman, C., Adventures in Wilds of N. America.
 Shufeldt's Studies of Human Form.
 Bible in Verse.
 Sporting Goods Magazine, any.

The John Clark Company, 1486 W. 25th St., Cleveland, Ohio.

Acton, Lectures on the French Revolution.
 Allen, Stories of Wakeland and Dreamland.
 Alcott, Doll's Journey.
 Book of Enoch.
 Barber, Pottery and Porcelain of the United States.
 Brighthouse, Lonesome Like.
 Bealle, Stories from the Old Testament.
 Brownell, Dream Children.
 Croce, What is living and what is dead of the Philosophy Hegel.
 Chester, Stories from Dante.
 Golding, Story of David Livingstone.
 Gissing, House of Cobwebs.
 Gissig The Whirlpool.
 Hargrave, Earlier French Musicians, 1632-1834.
 Hume, (David), Essays, In World's Classics Series.
 Hauff, Caravan Tales.
 Hutchinson, Orpheus and his Lute.
 Howden, Boys' book of War Ships.
 Habberton, Budge and Toddie.
 Hyde, Costume for folk dances.
 Hopkins, Magic.
 I. C. S., Mechanical Drawing.
 Jewett, Hopi, the Little Cliff Dweller.
 Journal of the Gypsy-Lore Society, old series complete; new series vol. 6, no. 4; vol. 7, no. 5 and vols. 8 to the end.
 James, (Henry), Turn of the Screw.
 Jekyll, Old West Surrey.
 Jourdain, Introduction to French Classical Drama.
 Knevels, The Wonderful Bed.
 Kellog, What the Stars Saw.
 Lange, How to Know the Wild Birds of India.
 Lange, Nursery Rhyme Book.
 Lynde, David Mallory.
 Lang, Snow Queen.
 Lewis, Aladdin and Ali Baba.
 Lewis and Clark's Journals.
 Mighels, As it was in the Beninning.
 Miller, Greek Life in Town and Country.
 MacGregor, Story of Fracne.
 Nash, Genesis of the Social Conscience.
 N. Y. State Museum's Bulletin No. 200, being Felt's Key to American Insect Galls.
 Otis, Cruising from Silver Fox Farm.
 Perkins, Robin Hood.
 Royde, Una and the Red Cross Knight.
 Ronsard and La Pleiade, with selections from their poetry and translations by Wyndham.
 Stephens, Revolutionary Europe.
 Sharp, Child's Christmas.
 Towne, Social Problems.
 Wright, Outline of Practical Sociology.

William M. Clemens, Hackensack, New Jersey.

Maryland Original Research Society of Baltimore, Bulletin No. 1, June 1906, Bulletin No. 2, June 1910, several copies.

Cleveland Public Library, 1375 Euclid Ave., Cleveland, Ohio.

Annunzio, Gioconda, tr. by Symons.
 Bishop, Reminiscences of Old Hawaii.
 Bond, Stock prices.
 Du Bose, Willaim L. Yancey.
 Falloux, Life and letters of Mme. Swetchine.
 Frieze, Virgilian dictionary.
 Gunckel, Boyville.
 Hanson, Progress of the XIX. century.
 Hatton, Digest of City Charters.
 Holden, Primer of heraldry for Americans.
 Lansing, Government, its origin, with Ohio supp.
 Luce, Writing for the press.
 Motti, Elementary Italian grammar.
 Schnitzler, Light-o-love.
 Scott, Quentin Durward, dramatized.
 Shillaber, Mrs. Partingtons knitting work.
 Smith, Way down East.

Colesworthy's Book Store, Boston, Mass.

Mackie's Masonic Jurisprudence.
 Peasant Art in Italy.
 Oscar Wilde, Frank Harris.
 Monks of the West, Montealembert, set or odd.
 Spalteholz, Hand Atlas Human Anat., 3 vols.
 Fau's Anatomy, Large ed., colored plates.

The College Book Store, Columbus, Ohio.

McPherson, Political History of the U. S. during the Great Rebellion Rev.
 McPherson Political History of the U. S. during Period of Reconstruction.
 Handbook of Politics, Biennial volumes covering 1870-1894.

The College Book Store, Springfield, Ohio.

International Biblical Encyclopedia, pub. by Severance.
 Davidson's Old Testament Theology.
 Fairbairn's Philosophy of the Christian Religion.
 Van Dyke's The Church and Her Sacraments.
 History of the Spirit Lake Massacre by Mrs. Gardiner Shaw.
 Lange's Com. on Exodus, Deuteronomy, Daniel, Numbers, Minor Prophets, Revelation, etc.
 Science and the Bible, by Marsh.
 Buckle's Introduction to History of Civilization.
 Young's Concordance, also Strong's.

College for Women Library, Cleveland, Ohio.

Baring-Gould, Origin and development of religious belief.
 Caldecott and Mackintosh, Sel. fr. the lit. of them.
 Carr, Harriet Hosmer.
 Flint, Anti-theistic theories.
 Flint, Theism.
 Galloway, Philosophy of religion.
 George, Napoleon's invasion of Russia.
 Lenotre, Tribunal of the Terror, tr. by Lees.
 National geographic magazine for Dec. 1918, 2 copies.
 Nicolay and Hay, Abraham Lincoln, 10 vols.
 Remusat, Memoirs, 1802-1808, with pref. by Remusat, tr. by Hoey and Lillie, 3 vols.
 Tocqueville, Recollections, ed. by Tocqueville, tr. by de Mattos.
 Tice, Elem. of the science of religion. 2 vols.

Columbia University Press Book Store, 2960 Broadway, New York.

Hansel & Reber, Ocular Muscles.
 Horace, ed. Conyngton, Text & Transl.
 Whitney, Sanscrit Grammar.
 Willis, Federal Reserve.

Cottlow, 1688 Third Ave., New York.

Starving America by McCann.

Crist Book Shop, 381 Wabash St., St. Paul, Minn.

Lecky, History of European Morals.
 H. H. Batkin, New Science of Analyzing Character.
 Hickman, The Two Blondes.
 Cabell, Jurgens.
 Powers of Sin, Pub. by United Brethren Pub. House.

BOOKS WANTED—Continued

Dartmouth College Library, Hanover, N. H.
Teacher's College Record, complete set.
Contributions to Education, complete set.
Tardieu, France & the Alliance.
Bacon, Novum Organum, trans. by G. W. Kitchin.

John F. Davies, Box 211, Butte, Mont.
New book of the fairies.
A semi-detached couple.

R. Davis, 36 Vesey St., New York.
American Statesmen, complete set.
Charles V. Prescott, mention date and edition.
Great Engravers: Goya Stokes.
Master Etchers by Meryon.
Meryon & Meryon's Paris by Wedmore.
Whistler's Etchings by Wedmore.
Applied Perspective by Longfellow.
Pen Drawing by Maginnis.
Notes on Etching by Haden.
Dürer (Klassiker der Kunst).
British Battle Fleet by Jane, vol. 2 only.

Davis & Nye, 112-114 Bank St., Waterbury, Conn.
Lovers and Others, J. T. White, Stokes.

Dawson's Book Shop, 518 So. Hill St., Los Angeles, Cal.

Elwes, H., Monograph on Lilies.
Life of Wild Bill (James Butler Nicpock).
Burton's Arabian Nights, vol. 10, containing Terminal Essay, section iii, 1886.
Randolph, P. B., Eulis.
Meehan, Life of Mrs. Eddy.

Dennen's Book Shop, 19 East Grand River Ave., Detroit, Mich.

Scott, Arabian Nights, 4 vols., Lothrop.
Sirrira and Samantha.
Pikes, Subartic Forest.
Selous, Recent Hunting British No. America.

Detroit Public Library, Detroit, Mich.
Merrick, Man Who Understood Women, old edit.

F. M. DeWitt, 1609 Telegraph Ave., Oakland Cal.
Vaiti of the Islands, Grimshaw.
Pliocene Skull, Bret Harte.
If Youth But Knew, A. E. Castle.
Happiness, Hilty.
Urania, Flammario.
Shepherd's Historical Atlas.
Anything on Graphology, Land-writing or Finger-Prints.
Von Hagen, Reading Character from Hand-writing.
Osborne, Questioned Documents.
Hemstreet, reporting for the Newspapers.
Hildreth, The White Slave, Boston, 1852.
Howells, Life of R. B. Hayes, N. Y., 1876.
Howells, Lives and Speeches of Lincoln and Hamilton.
Howells, Mulberries in Pay's Garden.
Howells, No Love Lost.
Howells, Previous Engagement.
Howells, Three Villages.
Janvier, Color Studies, N. Y., 1891.
Johnston, Dukesborough Tales, N. Y., 1883.
Judd, Margaret, Boston, 1857.
Judd, Richard Edrey, Boston, 1850.
Judson, Chabuck, Alderbrook, 2 vols., Boston, 1846.
King, Earthlings.
Leggett, Tales & Sketches by a Country School master.
Lowell, New Priest in Conception Bay, 2 vols.
Lowell, Story or Two From an Old Dutch Town.
McCarthy, Newspaper Worker, N. Y., 1906.
Melville, Israel Potter, N. Y., 1855.
Motley, Merry Mount, Boston, 1849.

Dives, Pomeroy & Stewart, Harrisburg, Pa.
The Psychological Crime, Harmonic Series.
Great Works, Harmonic Series.
Japanese Flower Arrangement, Mary Averill, pub. Lane.
Her Husband's Purse, H. R. Martin, pub. Doubleday, Page & Co.

Dixie Book Shop, 41 Liberty St., New York.
Distribution of Wealth, J. B. Clark.
Appreciation of Gold, Fowler.
Income Taxation, Kossuth K. Kennan.
Principles of Political Economy, 1885, Simon Newcomb.
Lives of the Engineers, Smiles, 3 vols.
Industrial Pioneer, Holmes Hinckley, Putnams.
Development of Transportation Systems on U. S., Ringwalt.
The Locomotive Engine, Coburn.
The Permanent Way and Coal Burning Boilers of European Railways, Coburn and Holley.
Railroads, their Origin and Problems, Adams Putnams, 1878.
Chas. H. Dressel, 552 Broad St., Newark, N. J.
Rosenberg, Niello.
Lyon, Colonial Furniture of New England.
Barber, American Glassware.
Lockwood, Colonial Furniture in America.

E. I. DuPont de Nemours & Co., Chemical Dept. & Technical Lib., Wilmington, Del.
Lunge & Kean.
Technical Methods of Chemical Analysis, vol. 1, pts. 1, and 2, vol. 3.

E. P. Dutton & Co., 681 Fifth Ave., New York.
Bocher, Fundamental Conceptions of Method and Mathematics, St. Louis, Congress of Arts and Science, 1904.
Crane Baby's Opera.
Duncker, Ancient History of India.
Grahame, V., Wind in the Willows.
Grahame, V., Dream Days.
Joly, Legends in Japanese Art.
Lowell, James Russell, Among My Books, 2 vols., first edition.
Litchfield, The Supreme Gift.
Print, New York by Gas Light.
Stephen, J. F., Liberty, Equality, Fraternity.
T. K., The Great Work.
Thorold, Catholic Mysticism; Extracts from the writing of Blessed Angela of Foligno, 1900.
Walton, Thomas, Know Your Own Ship.
Wikes, G., The History of Oregon, New York, 1845.
Wilcox, Poems of Problems.
Carleton, Trails and Stories of Irish Peasantry, 2 vols., illustrated edition.

Paul Elder & Co., 239 Grant Ave., San Francisco.
Lifes Common Way, Shaylor, leather.
Good Men and True, E. M. Rhodes.
The Muses Up to Date, 2 copies, H. D. Field, & R. Martinfield, Way & Williams, in Chicago, pub. in 1897.
The Sea Shore Shown to Children, Kellman.
Dictionary of Phrase and Fable, Brewer.

W. Y. Foote Co., 312 So. Warren St., Syracuse, N. Y.
Parker's People's Bible.
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Walters Flora Caroliniana, Lond., 1788.
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Holbrook's Ichthyology, complete or odd parts.
Col. H. W. Shoemaker's Books on Penna. Stories.
Folio Monograph of Birds by Gould, Elliott, etc.
Brotherluad's Book of the Signers, Phila., 1861.

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Greek Testament, Tischendorf, 8th edition.
 Six Days of God, Herbert Morris.
 Roman History, Marcellinus Amianus.
 Novum Testamentum Graece, Angelus Maius.
 Plays of Restoration.
 Ayesha, Haggard.
 Jurgen, Cabel.
 The Perfumed Garden.
 English Poets, edited Chalmers, 1810.
 Complete Works of Ben Jonson.
 Early edition of Dryden.
 Stellar Theology, Brown.
 Ma Conversion, Mirabeau.
 Texas Reports, 1880 to 1895, any.
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 History of Japan, published before 1853.

Friedmans', 53 W. 47th St., New York

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 Strucke, De Kunst Des Radierens.
 Shakespeare, Taming of the Shrew, Booklover's edition.
 Science & Health, 4th, 5th, and 23rd editions.

Emmet E. Galer, 118 Patton Ave., Asheville, N. C.

Life of Napoleon, Watson.
 Story of France, Watson.
 Trees, Keeler.
 Mountain Breezes.

John L. Galletti, 601 W. 156th St., New York.

Physic & Physicians, pub. in 18th century.
 Reynard the Fox, illustrated by Kaulbach.
 Gulliver's Travels, illustrated Grandville.
 Sir John Mandeville's Travels.

Gammel's Book Store, Austin, Texas.

Sidis Boris, Hypnoidal Psychotherapy in the treatment of Functional Nervous Maladies, 1910.
 Emory's Mexican Boundary Survey.

Gardenside Bookshop, 270 Boylston St., Boston

Sartori's Week in a French Country House.
 Cambridge Modern History.
 Carroll, Alice in Wonderland, just American edn.

Gimbel Bros., Philadelphia.

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 Doubtful Character, Mrs. B. Reynolds.
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The Goldsmith Book and Stationery Co., 122 East Douglas St., Wichita, Kansas.

Future Life, Channing.
 Perfect Life, Channing.

Goodspeed's Book Shop, 5A Park St., Boston

Bates, Clara Doty, On the Tree Top, 1881.
 Bauch, Edward, Manipulation of Microscope, Rochester.
 Benson, The Challoners.
 Bigbie, Lady Next Door.
 Bostonian Soc., Pub., vol. 3.
 Britannica Encyclopedia, 9th ed., Hall, clo., 1878, last 2 vols.
 Castleton, Vt., Memorial Exercises, '85.
 Clement, Naples, Estes.
 East Haddam, Ct., Old Chimney Stacks.
 Fernald, Brown Tail Moth, Bost., 1903.

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 Griffis, Brave Little Holland, illus.
 Gunter, A. C., Florida Enchantment.
 Hutchinson, Diary and Letters, 2 v.
 Islands of Cocos, Navassa, Baker & Howland, anything on.
 Lawson, E., Euphrosyne and Her Golden Book, C. 1901.
 Lecky, Hist. Ireland.
 Maryland, Old Kent, Eastern Shore, 1876.
 Most Illustrious Ladies Italian Renaissance, 1905.
 Newburyport, Mass., Old Houses In, Hale.
 Newport, R. I., Annals Trinity Church, 2nd ser.
 Prince Soc., Andros Tracts, vol. 2 or set.
 Simms, F. Marion, Reminisc. of.
 Stevenson, R. L., Works, Thistle ed. N. Y., 1902, vol. 19 only.
 Tears of Heliades, Putnam.
 Thoreau, Cape Cod, illus. Watson, v. 2 & set; Maine woods, illus. C. Johnson.
 Trollope, A., Way We Live Now.
 Wasson, Capt. Simeons Store, green shade.
 Yellow Book, vol. 2.
 Genealogies, Campbell, Robert, Brooklyn, 1909;
 Pemberton, 1890; Sheldon Magazine, Ca. 1850;
 Holcomb.
 D. A. R. Lineage Books, any volumes.
 Pilgrims, any books or pamphlets.

Edwin S. Gorham, 11 W. 45th St., New York

Memoirs of Edward Bowen.
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 Shorthouse, Sir Percival.
 Shorthouse, John Inglesant.

Grant's Book Shop, Inc., 129 Genesee St., Utica, N. Y.

Grant, James, Tartans of the clans of Scotland.
 Logan, Clans of Scottish Highland, 2 vols. Stokes.
 Alex, Friar Tuck.
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The Harrison Company, Atlanta, Ga.

Mercier and Savely, the Knapp Method of Growing Cotton.

B. Herder Book Co., 17 So. Broadway, St. Louis, Mo.

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 Zahm, Bible, Science & Faith.
 Scannell, The Priests Studies.
 Gilmartin, Manual of Church History, 2 vols.

Walter M. Hill, 22 E. Washington St., Chicago

Andrew's The Old Booksellers of N. Y., 1895.
 Boswell's Life of Johnson, half binding.
 Burne's Diseases of the Heart.
 Byrd, William, Writings, Bassett ed.
 Caesar's Commentaries.
 Confederate Veteran, pub. Nashville Tenn., 1st 2 nos., Jan. & Feb., 1893.
 Etidorpha.
 Gazeteers for Ill., Minn., Neb., Missouri, S. Dak. latest.
 Grolier Club, Bibliographical Notes on 100 books, etc., compiled by H. W. Kent, 1903.
 Grolier Club, 100 Books Famous in English Literature, 1902.
 Heilpien's Mountpepe and the Tragedy of the Martinique, 1903.
 Homer Ilias, ovl. II, MDCCXL.
 Index Librorum Prohibitorum, New York, DeVinne Press.
 Mill's Political Economy.
 Mobey Dick.
 Morells Narrative of Four Voyages to S. Pacific, 1822-31, N. Y., 1832.
 Norton's Dante.
 Roosevelt's Western Books, any of.
 Roxburghe Club, The Book of Life, 1820, one of 50 copies.
 Shakespeare's Writings, 3 vols., Martin, Johnson & Co.
 Teall's English Compound Words and Phrases.
 Thayer's John Hay, 2 vols.
 Thomas's The History of Printing in America, 1874, 2 vols.

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Trevelyan's Autobiography.
 Voltaire's Works, vol. 1, La Verite ed., N. Y., DuMont, 1901.
 Woodberry's Shelley.
 Following Riverside Press Books: Aldrich's Books of Songs and Sonnets, 1906; Bernard's Life of Geoffrey Tory; Bible, Book of Ecclesiastes, 1911; Boccaccio's Life of Dante, 1905; Buonarroti's Sonnets and Madrigals, 1900; Chaucer's Parlement of Foules, 1904; Lincoln's Emancipation Proclamation, 1911; Senancour's Selection from Letters, 1901; Song of Roland, tr. by Butler, 1906; Sterne's Political Romance, 1911; Stevenson's Essay on Pan's Pipes, 1910; Theocritus's Idylls, 1906; Constitution of the U. S., 1911; Walton's Complete Angler, 1909.

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 Roosevelt's Naval War, 1812, first edition.
 Birds and Man, pub. Longmans Green.
 Birds in London, pub. Longmans Green.
 Hampshire Days, pub. Longmans Green.
 Nature in Downland, pub. Longmans Green.
 None So Blind, E. Deane.
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Hochschild, Kohn & Co., Howard & Lexington Sts., Baltimore.

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 Macfall, History of Painting, 8 vols., Nickerson.
 Hugo, 30 vols., Centenary ed., Estes.
 Tolstoy, De Luxe Ed., Estes.
 Jefferson, Federal Ed., Putnams.
 Lincoln, Letters and Speeches, 1894, Century.

Housley's Book Store, 1028 Broadway, San Diego, Cal.

Anything on Numerical Value of Sanscrit Alphabet.

Howard Memorial Library, New Orleans, La.
 Memoirs of Lafitte or The Baratarian Pirate, New York, J. M. Dansforth, 1828.

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Paul Hunter, Nashville, Tenn.

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Meredith Janvier, 14 W. Hamilton St., Baltimore.
 Van Vechten, Carl, Music and Bad Manners, 1st ed.
 Pennell, Life of Whistler, Lond., 1908, Japan.
 Stevenson, Treasure Island, illus. editions.
 Reese, Lizette W., Handful of Lavender and 1st editions.

Peary, Robt., North Pole, autographed edition.
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Johnson's Bookstore, 391 Main St., Springfield, Mass.

The Bishop's Candlesticks, play form, pub. French.
 Woman of the Twilight, Ryan, any edition.
 Art Education for High Schools.

The E. P. Judd Co., P. O. Box 1892, New Haven, Ct.
 Sheldon, Romance, Play edit., Mac.
 Garland of Quiet Thoughts, Shaylor, Stokes.
 Tragedy of Dreyfuss, Stevens, Harper.

Kansas State Normal Library, Emporia, Kansas.
 World Book, 10 vol., 1918 ed. only.

Gus Kasch, Akron, Ohio.

Wackers Manual of the Plan of Chicago.

Mitchell Kenneley, 489 Park Ave., New York
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 Phelps Family of Conn. and Their English Ancestry, 2 volumes.
 Precious Stones, Goodchild.

Alfred A. Knopf, Inc., 220 W. 42nd St., New York.
 The Twilight of the Gods, Richard Garnett.
 Spanish Fairy Tales, pub. Lippincott in 1881.

The Korner & Wood Co., 737 Euclid Ave., Cleveland.
 Lucas Molet, Richard Calmady.
 Samuels, Piranesi, Scribner.

C. E. Lauriat Co., 385 Washington St., Boston.

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 In His Own Image, Baron Corvo, publ. John Lane.
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 Kinship and Marriage, W. R. Smith, Mac.
 Lavengro, Borrow, Handy Library ed., leather, Putnam.
 Newcome's Thackeray, 2 vols., Smith Elder or Lip-pincott, 1878.
 Mendelism, Punnett, first Am. or Eng. ed. 1905, ?
 Spanish Papers, 2 vols., Irving, 1861.
 Biog. Miscel., Irving, 1861.
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 Note Book of a Spinster Lady.
 Crowds, Lee.
 Colonial Furniture in America, Lockwood, Scribner,
 1901.
 Lyon's Book on Old Furniture.

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 Life and Times of Jesus, The Messiah, Edersheim,
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 Miscellaneous Writings, Mrs. Mary Baker Eddy, 1st eds.
 Autographed Letters of Mrs. Mary Baker Eddy.

New York State Library, Albany, N. Y.
 Bernheimer, Russian Jew in the U. S., Winston, 1905.
 Gordon, Woman in the Balkans, Dodd, 1914.
 Holt, Hamilton, Life Stories of Undistinguished Americans, Pott, 1906.
 Hourwich, Immigration and Labor, Putnam, 1912.
 Steiner, Confession of a Hyphenated American, Revell, 1916.

B. R. Nicholas, 4025 Grand Boulevard, Chicago, Ill.
 Piano Instruction Book, entitled A System for Beginners in the Art of Playing upon the Piano-Forte, by William Mason and E. S. Hoadly, Foreign Fingering.

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 Rayleigh, Theory of Sound.
 Trollope, The Fixed Period, Tauchnitz, 1882.
 Clarke, Modern Spain, Putnam.
 Stephens Modern Portugal.
 Gaskell, Cranford, Colored Illus. by Thompson.
 Strong, Landmarks of a Lawyer's Life Time, Dodd, Mead.
 Corvo, In His Own Image, Lane.
 Llewellyn, A to Z Horiscope Delineator.
 Anthon, Latin Lexicon.
 Douglas, South Wind, Dodd, M.
 Capek, Slocaks of Hungary.
 Clive, Bell-Art.
 1st ed. of Rider Haggard.
 Handy vol. Britannica, Sheepskin bdg.
 Kipling & Fletcher, Child's Hitsy. of England, Doub.
 Saltus, Imperial Purple.
 Baker, The Albert N'Yanza.
 Baker, Wild Beasts and Their Ways.
 Babcock, Shipping on Great Lakes.
 Dixon, Water Transportation.
 World Today, June, 1909.
 O'Connor, U. S. Life Saving Service, H. M.
 Putnam, Lighthouses and Light Ships of U. S., H. M.
 Smith, Ocean Carrier, R. R. Age Gazette.
 Wheaton, Digest of Law of Maritime Captures and Prizes.
 Mabie, Little Masterpieces of Fiction, 8 vols., Doub. Page.
 Lloyd, Etidorpha, D. Mead.
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 Complete File of New York Ledger.

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Neill, Dominie's Log, Mcride.
 Monzert, Practical Distiller.

Olde Booke Shoppe, 624 Penn Ave., Pittsburgh, Pa.
 Engineering, London, any vols. from 1885 to 1900.
 The Inspection of Materials and Workmanship in Construction, Byrnes, Wiley and Sons.
 Bound copies, Geographic Mag., 1908-1909.

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